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NEWSPAPER

# BILLBOARD

NEWSPAPER

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SEVENTY-SEVENTH YEAR

The International Music-Record-Tape Newsweekly

CARTRIDGE TV PAGE 14
HOT 100 PAGE 52
TOP LP's PAGES 54, 56

## First World Meet of Mgrs Set for IMIC

By CLAUDE HALL

NEW YORK—The first international meeting of personal managers will be held at the third annual International Music Industry Conference June 6-12 in Montreux, Switzerland. Gerard W. Purcell, president of the Conference of Personal Managers East, said he is calling upon managers worldwide to meet, as a sidelight to IMIC, to establish a European Conference of Personal Managers. He pointed out that the Conference of Personal Managers East & West had made considerable progress in the U.S. "But groups are becoming international groups today . . . it's no longer just a factor of British or U.S. groups. You have groups coming out of Holland, Spain, and other parts of the world."

If personal managers can form some sort of strong liaison, "then when an artist is sent to Europe on a tour, we'll have a member of the European CPM handle all their affairs."

The personal manager is taking on a consistently greater role in the industry, said Purcell, who heads GWP Records and manages several leading artists. He pointed to the bond between such artists and managers as Elvis Presley and Col. Tom Parker, Gordon Mills and Engelbert Humperdinck, the Beatles and the late Brian Epstein, the Rascals and Sid Bernstein.

Record companies are realiz-

(Continued on page 58)

## UA Music Into Records With 'Indie' Label

By MIKE GROSS

NEW YORK — The music publishing wing of United Artists Pictures, the United Artists Music Group, is going into the record business. It has mapped out a disk operation which will not be in competition with its sister company, United Artists Records, but which will be part of a self-contained music publishing enterprise that wants to move quickly in the acquisition of masters and/or new songs to be released on its own label.

The new label, which is expected to be called New Morn-

(Continued on page 58)

## Creedence, Jackson Co-Chart Champs

By FRED KIRBY

NEW YORK — Creedence Clearwater Revival of Fantasy Records were the top artists on Billboard's Top LP's Chart last year, while Motown Records' Jackson 5 scored first in the 12-month Hot 100 survey. The success of several Motown acts on the Hot 100 enabled Norman Whitfield to again walk off with top producer honors, while Motown's Jobete Music was the survey's leading publisher. The first 10 publishers all are BMI.

Six Creedence Clearwater Revival albums accounted for 2.29 percent of the chart action, edging Apple Records' Beatles with seven pressings for 2 percent. Among the leading 20 album artists, Columbia Records' Johnny Cash, in fourth spot, had the most albums, 11, accounting for 1.72 percent of chart action, trailing Dunhill Records' Three Dog Night with five sets for 1.82 percent.

Rounding out the first 10 Top LP's artists, with number of chart titles in parentheses, were Capitol Records' Grand Funk Railroad (four), 1.52 percent; Columbia's Chicago (two), 1.46; Atlantic's Led Zeppelin (three), 1.41; the Fifth Dimension on Soul City Records, Bell, their current label (four), 1.38; Parrot Records' Tom Jones (seven), 1.37; and Atco's Crosby, Stills, Nash & Young (two), 1.34.

**Jackson 5**

The Jackson 5's four hit singles accounted for 2.23 percent of the Hot 100 chart action for last year, topping Neil Diamond with eight titles on Bang Records and Uni Records, his current label, registering 1.89 percent. Completing the first five were RCA Records' Guess Who with four titles and 1.51 percent and Three Dog Night, five singles for 1.37 percent, just edging A&M Records' Carpenters, whose three big 45's had 1.35 percent of the overall chart pie and RCA's Elvis Presley with six disks and 1.34.

Other Hot 100 artists in the first 20, with number of singles in parentheses, were Creedence Clearwater Revival (four), 1.27 percent; Scepter Records' B.J. Thomas (four), 1.25; Metromedia Records' Bobby Sherman (four), 1.21; Fifth Dimension (eight), 1.177; King Records'

(Continued on page 58)

## 3M Develops High-Energy Tape

By RADCLIFFE JOE

ST. PAUL, Minn.—The Magnetic Products Division of the 3M Co. has developed a high-energy magnetic media tape regarded by experts as a major industry breakthrough.

Key features of the new product researched at the company's new multimillion-dollar laboratory here are its low signal-to-noise ratio and ability to retain on one quarter inch tape information normally carried on half-inch product.

The new product, when released to industry markets later this year, will go a long way toward cutting current tape costs, and contributing to the miniaturization of tape playback equipment.

The tape, laboratory samples of which were previewed at last year's NAB show, will be available for both audio and video use, and its applicability will extend from broadcast to computer use.

The 3M officials are still tightlipped about complete details surrounding the new development, but have scotched industry rumors that the innovation is part of a joint venture with the Philips Co., of Holland. "The entire research and development process of this venture has been done solely by 3M," said one company spokesman.

Meanwhile, Harold E. Benham, general manager of the 3M Magnetic Products Division, has hailed facilities at the company's new plant as a major factor in 3M's technological progress.

The 500,000-sq.-ft. building houses climatically controlled research areas and room-size stainless steel environmental chambers in which products can be subjected to a wide variety of extreme temperatures and humidity conditions.

One of the testing areas is a paneled sound room where the latest consumer high fidelity equipment is used to evaluate audible range tapes of cassette, cartridge and reel-to-reel formats.

There is also an on-site technical library and conference room complex.

## New Micro Film Package Is Set

By RITCHIE YORKE

TORONTO—Berandol Music, Canada's leading publisher of concert works by Canadian composers, has developed a process, microfiche, a micrographic method of reproducing sheet music which the company believes will "revolutionize the classical music industry."

Berandol's vice president, Ralph Carbonara, said that the company had just released an album, "Threnody," by R. Murray Schafer, on the Melbourne label. The package contains a free microfiche (4 x 6-inch film card), which contains all of the music on the LP.

When reproduced in a microfiche reader/projector, the music on this album can be viewed by an entire school classroom or a large orchestra.

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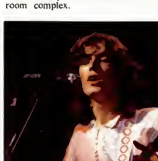

Traffic's Stevie Winwood shown at Fillmore East November 18th, where the brand-new United Artists Records' LP, "Live Traffic" was recorded. "Live Traffic" is the first live album from the UA supergroup and marks the Traffic debut of Rick Grech, who joins Winwood, Chris Wood, and Jim Capaldi. (Advertisement)

## Specialty Jobber New Distrib Trend

By EARL PAIGE

CHICAGO—The radical changes taking place in distribution are reflected by the emergence of the specialty wholesaler, according to Marshall Frenkel, Pan American Records here. Frenkel, now distributing the Latin lines of several major labels, thinks distributors specializing in classical music will be formed, too.

Frenkel points to the recent formation of Ray Avery's Record Distributors, which offers product from 13 collector's labels (Billboard, Dec. 26, 1970).

"This is all part of a trend whereby labels are discovering that a specialist is required for certain product areas. We're seeing this happen with our Latin lines and I predict it will happen in classical music."

Frenkel, whose father, Harry, founded the firm here years ago, has recently opened another in nine Midwestern states for the Caytronics line,

(Continued on page 58)

## CMC Opens Tape Centers

ATLANTA—Missouri-based Custom Music Corp. (CMC) already operating 19 Midwest retail tape outlets, will open six CMC centers here, with one acting as a Southeastern warehouse.

The six-year-old privately owned firm consists of 30 different corporations dealing in artist management, recording

(Continued on page 4)

## In-Depth Store Hot as Rock Falls

NEW YORK — One of the major reasons for the comeback of the full-line record store, according to Tom Seaman of the Record Hunter chain, "Is that the big heyday of rock product is over. Don't get me wrong, rock is still selling records, but how many groups sell for you today? There are no super groups. George Harrison, Elton John and James Taylor sell strong, but rock sales are not like they were a year ago."

Seaman, secretary - treasurer of the four-store chain and chief of purchasing and merchandising, said that sales for 1970 were up about 10 percent, "so, as far as we're concerned, full-line record stores were never passe. The future of the record business is in full-line stores . . . we're banking on it."

To illustrate the faith of the chain in full-line stores, a Record Hunter III was opened shortly before the Christmas holidays at 1026 Third Avenue and "sales are 40 percent over what I had expected," Seaman said.

President of the Record Hunter chain, which includes a branch in Westport, Conn., and three stores in New York, is Kate Seaman. Jerome Maggid is general manager. The new store features 1,800 square feet of space with a large storage basement. About 10-15 percent of the business in the new emporium so far is from cassettes and 8-track cartridges. "Surprisingly, cassette sales of prerecorded

(Continued on page 58)

# ELVIS'

New Single

"I Really Don't Want to Know" 47-9960
and "There Goes My Everything"

RCA Records and Tapes

# Talmadge & Ricklin Companies Merge

LOS ANGELES — Sid Talmadge and Sam Ricklin, two of this city's veteran distributors, have merged their companies. A holding company, as yet unnamed, is being formed to operate the firms, commencing Monday (6).

Involved in the 50-50 ownership are Talmadge's Record Merchandising, Tape Merchandising and Record Rack Service, a subsidiary of Record Merchandising and Ricklin's California Music One-Stop and Pep Distributors.

Ricklin's 50 percent ownership of the 10 location Discount Record Center stores also are transferred into the holding company.

Talmadge, a distributor here for 22 years, and Ricklin, a one-stop operator for 25 years, will work on projects jointly and continue to independently operate their own firms.

They are looking for a location in the Pico Blvd. area to house several of their companies. The holding company will seek to acquire other racks and retail stores, Talmadge said. "We both feel that future of the business is in retail because the racks cannot do as much for the manufacturers with catalog as do retail stores. We see this by the growth of the Discount Record Center stores."

The merger makes the Talmadge-Ricklin operation the most powerful in this city where there are the following major distributorships: Warner Bros., London Records of California, MCA Distributing, California Record Distributors, Hitsville, ABC Dot Records and Tape Sales, Music West.

Record Merchandising handles lines such as RCA, A&M, Dot, Paramount, Enterprise, Stax, Ode, Elektra, Amos, Mediarts, Mo & Land, Metromedia, Bang, Steed, Janus, Pop hamilies Vanguard, GNP, Douglas, Mal Virgil, Pip, Sussex, Production, CTI, Audio Fidelity, Chart, Hickory, Republic, Mercury, Smash, Philips, Fontana.

# Feliciano Forms Pub Co.

LOS ANGELES — Feliciano Enterprises, a firm run by Jose Feliciano and his wife Juanita, has formed Johi and J&H Music. The firm is also monitoring sales of the performer's records.

The company is located in Orange, in nearby Orange County, with Don Mangano as president, financial overseer. The first two copyrights being administered are "Rain" and "Life Is That Way," both composed by Feliciano.

Feliciano's associates have begun checking the availability of his RCA records in local stores as an aid to the manufacturer.

Feliciano is now playing bass, and working out with drums to

# Colgems Writers In B'way Debut

NEW YORK—Colgems Music writers Joe Kookoolis and Scott Fagan will make their Broadway musical debut with the score for "Soon." The musical is scheduled to open at the Ritz Theater Tuesday (12).

The original story for "Soon," a rock musical, was written by Kookoolis, Fagan and Robert Greenwald.

For More Late News See Page 58

# Pathe Pub in Monument Pact

LOS ANGELES—Pathe Publications of the Far East will represent Monument's Combine Music and its sister firms in Hong Kong, Singapore and Malaysia.

Monument's English publishing firm, Combine Music, Ltd. will handle the liaison with Pathe Publications in Hong Kong. Chinese language adaptation of hit Monument acts will be recorded and marketed via Pathe.

Publishing firms covered by the new affiliation include Combine, Music City, Vintage and Songs of the World.

## Hemisphere Label Formed; Disk Out

MADISON, Wis. — Hemisphere Corp. has formed Hemisphere Records with its first releases a single, "Keep on Truckin'" and "Jazz on the Rag," and an album "Keep on Truckin'," recorded by Tongue, a Wisconsin-based group. The quartet is playing Midwest college and club dates.

# Top Promo, Ad Budget Yr. at ABC-Dunhill

NEW YORK — Jay Lasker, president of ABC-Dunhill Records, advised that 1970 was a record year for promotion and advertising budgets at the company in terms of dollars spent on artists and product. The company's projected 1971 advertising budget will be 20 percent higher than the 1970 figure. It was stated that a majority of artists on the label received advertising and promotion campaigns in excess of six figures for publicity in all media.

Lasker said that the company's 1971 spots call for greater advertising on television on both the national and local levels with emphasis in adver-

(Continued on page 58)

# Atl in Banner Year —Sales Up 30 Percent

NEW YORK — With a 30 percent increase in sales, Atlantic Records in 1970 enjoyed their best year, announced Ahmet Ertegun, Atlantic president. Ertegun stated that all three of the firm's labels, Atlantic, Cotillion, and Atco were "far ahead" of the previous year.

Ertegun cited the successful introduction of two new independent labels, Herbie Mann's Embryo Records and the Bill Graham - David Rubinson San Francisco line as helping to make 1970 noteworthy for the company along with the increased success of Led Zeppelin, the release of the Woodstock album, the release of the original cast of the Obie award winning musical, "The Me Nobody Knows," the introduction of a new gospel series and the opening of the first Warner Bros. - Atlantic Extra distribution branch in Cleveland.

Atlantic artists were awarded 11 RIAA certified gold records, four for albums and seven for singles.

Ertegun also praised contributions from independent producers. He pointed out that a number of times throughout

# 21 Tunes Added to BMI's Million Performance List

NEW YORK—BMI has added 21 songs to its list of one million feature broadcast performers, which brings the list to 59 as of Dec. 31, 1969. These songs are now eligible for double performance payments.

The songs are "Besame Mucho," (Peer International Corp.); "Spirit In The Sky," (Screen Gems-Columbia Music, Inc.); "Can't Take My Eyes Off of You," (April-Four Music Corp., Saturday Music, Inc.); "Danke Schoen," (Roosevelt Music Co.); "By the Time I Get to Phoenix," (Rivers Music Co.); "Cabaret," (Sunbeam Music Corp.); "Gentle On My Mind," (Glaser Publications Inc.); "Call Me," (Duchess Music Corp.); "Goin' Out of My Head," (Vogue Music); "Maria Elena," (Peer International Corp.); "Strangers in the Night," (Roosevelt Music Co., Champion Music Corp., Inc.); "Yesterday," (Maclen Music, Inc.); "Sunny," (MRC Music, Inc.); "Mrs. Robinson," (Paul Simon Music, Inc.); "Up, Up and Away," (Rivers Music Co.); "Only You," (Mills Music, Inc.); "Independent by Night," (Roosevelt Music Co., Inc.); "Release Me," Four Star Music Co., Inc.); "Yesterday," (Maclen Music, Inc.); "Spanish Eyes," (Roosevelt Music Co., Inc.); "You Bring Me

(Continued on page 4)

# FBI Nabs 2 in Phila As Counterfeiters

NEW YORK—The FBI has mounted its attack against the traffic in counterfeit records and tapes with the arrest of two men in Philadelphia. The arrests in Philadelphia followed arrests and

## Colossus Deal With UMC Films

NEW YORK — Jerry Ross, president of Colossus Records, has negotiated a deal with UMC Pictures, a division of Universal Marion Corp., and has recorded a single of two motion picture theme songs featuring the Jerry Ross Symposium. The singles are "First Love," title song from UMC's film of the same name starring Maximilian Schell, and "Hope for the Best," from the production "Twelve Chairs." Colossus is rushing both singles to radio stations and distributors across the country.

seizures by Federal authorities in New York, Miami and Winter Gardens, Fla. All came as the result of information supplied by the Recording Industry Association of America. Other investigations are being pursued in other areas throughout the country.

Those arrested in Philadelphia were identified as Leroy Jack Kurtz of Wilkes-Barre, Pa., and Milton Edelkett of Philadelphia. They were charged on warrants issued by the U.S. District Court in Newark, N.J., with violations of Sections 2318, 1342 and 1343 of Title 18 of the U.S. Code. Section 2318 relates to the interstate traffic in records or tapes bearing forged or counterfeit labels. Section 1342 deals with the use of postal facilities for fraud or distribution of counterfeit matter, and Section 1343 covers fraud through the use of wire, radio or television transmissions.

Both men were released on bond pending a hearing in the U.S. District Court of New Jersey.

Kurtz was identified as a principal of Kurtz Associates, Wilkes-Barre, whose warehouse had been raided earlier by the FBI, which seized large quantities of suspected counterfeit tapes and cassettes.

Convictions under the charges could result in fines and/or imprisonment for up to five years.

## 'Day in Life' Pub

NEW YORK—Damilia Music, Inc. has acquired the publishing rights to the score for "A Day in the Life of Just About Everyone," by Earl Wilson Jr. The musical, which will be produced by Robert Shelley, is slated for a mid-January opening at the Bijou Theater, Damilia Music is headed by Bernie Lawrence.

# Harvard Study Method Set As NARM Parley Seminar

PHILADELPHIA, Pa. — A session utilizing the Harvard case study method of analyzing a business operation, will be featured as part of the business program of the 13th Annual NARM Convention, scheduled for Sunday, Feb. 27, at the Century Plaza Hotel, Los Angeles.

The session which will begin at 10 a.m., and run for 2½ hours, will simulate Dr. Ralph Sorenson's classroom at Harvard. A panel of 30 industry members including executives from management, marketing and finance, will constitute Dr. Sorenson's "class." They will represent a wide spectrum of industry leadership talent, and will be drawn from both the regular and associate membership of the association. Dr. Sorenson will personally conduct the session.

To avoid personal reflections, the case study to be used at the session will not be that of a company in the record business, but, according to Jules Malamud, executive director of NARM, will be a nationally known organization and business entity.

Cy Leslie, chairman of the Board of Pickwick International, also attended the Advanced Management Program at the Harvard Graduate School of Business Administration last summer, will make the opening remarks at the session.

# BMI TO HONOR R&B WRITERS

MEMPHIS—The writers and publishers of the most performed rhythm and blues songs in the BMI catalog for the period from July 1, 1969 to June 30, 1970, will be honored here at a BMI-sponsored dinner March 19, 1971. The award recipients will be announced for the first time. A special award honoring the single most performed rhythm and blues song during that period will be presented by Edard M. Cramer, BMI president. Edward M. Cramer, BMI president, who will also officiate at the ceremonies.

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# Kinney Sets W-7 Arts Stockholder Swaps

WASHINGTON—In a highly complicated registration offer, Kinney National Services has applied to the Securities and Exchange Commission for permission to enable holders of stock in the old Warner-7 Arts company, acquired by Kinney in July, 1969, to convert to shares in the parent company.

The elaborate offering, involving dozens of agreements SEC staffers point out, would involve registration of 615,834 shares of common stock issuable upon conversion of 6¾ percent convertible subordinated debentures due 1990, of Kinney International Finance N.V., a wholly owned subsidiary; and 339,835 shares of Kinney common stock; 47,041 shares of $4.25 series B convertible preferred stock, 284,535 shares of 5 cent Series C convertible preferred stock and 259,597 shares of $1.25 Series D convertible preferred stock.

The securities involved were issued or are to be issued (1) pursuant to agreements entered into in connection with the acquisition in July 1969 by Kinney of substantially all the assets of Warner Bros.-Seven Arts Ltd. (2) upon conversion of 6 percent convertible guaranteed subordinetures, due 1976, originally issued by W-7A and assumed by Kinney; (3) in connection with certain acquisition agreements and private sales during the past several years and/or (4) upon conversions of certain obligations of Kinney assumed in connection with the acquisition of W-7A.

The holders or recipients of these shares may offer them for sale from time to time at prices current at the time of sale ($28.25 per common and $44 to $102.75 per preferred share maximum), the report states.

Kinney National is a diversified service enterprise engaged in activities in motion picture and TV production, publishing, licensing of products and personalities, etc. In addition to indebtedness and preferred stock it has outstanding 10,854,029 common shares, of which management officials and family members as a group own 10 percent.

# ITA Offers Raw Magnetic Tape Standards

NEW YORK — Suggestions for base materials, length, width, thickness, strength, frequency, distortion and signal-to-noise ratio of raw magnetic tape, were among key points raised at a recent meeting of the new Raw Tape Committee of the International Tape Association, held here.

The suggestions were part of an extensive list approved by the committee in an effort to establish minimum standards in the raw tape industry.

The meeting, which was chaired by Arthur Anderson of Wabash Tape Corp., also agreed to secure the services of an independent testing laboratory to evaluate raw tape product on a regular basis.

The move is designed to assure the level of standards recommended by the committee, so that the ITA Seal of Approval could be issued to members of the organization who maintain those standards.

The meeting was attended by representatives from TDK Electronics, Agfa-Gevaert, Inc., BASF Systems, the Memorex Corp., Forbes Electronics, and Magnetic Media Corp.

# AGAC Voting Under Way on New Council

NEW YORK — Ballots have gone out to the general membership of the American Guild of Authors and Composers for the election of a new council. As a result of a referendum approved by total membership, the council of 21 members will include 14 members residing on the East Coast and seven members residing on the West Coast.

At present, there are only three West Coast members represented on the council: Gene de Paul, Vic Mizzy and Johnny Mercer.

Under the new structure, one council member from the West Coast will attend the monthly council meeting in New York and will be empowered to vote by proxy on behalf of the West Coast council members.

The new slate includes prominent members of both ASCAP and BMI.

The West Coast nominees were selected by a nominating committee headed by Arthur Hamilton. The East Coast nominees were chosen by a nominating committee headed by Joan Whitney.

## BMI Adds 21 Tunes

• Continued from page 3

to Me," (Studio Music Co., Ridgeway Music, Inc.).

These and 18 other BMI songs qualify for double BMI performance payments. They have logged in excess of one million performances in the U.S. and Canada.

# For Big 3, '70 Was Vintage

NEW YORK—The Big 3 (Robbins-Feist-Miller) in 1970 racked up one of its best years.

The firm scored with Elvis Presley's "You Don't Have to Say You Love Me," which made the Top 10; "Neanderthal Man" by Hot Lips, which made the Top 15; "King of Rock 'n' Roll" by the Crows, which hit the Top 35; Mike Curb's "Burning Bridges," a Top 80 disk, and "Sweet Gingerbread Man" by the Mike Curb Congregation," which was also a chart item. Other disks for the firm were "All for the Love of Sunshine" by Hank Williams Jr., and "Echo Park" by Barbara Keith.

The Big 3 built its roster during the year with the signing of writer-artists such as Fearless Fradkin, Barbara Keith, Jasper Wrath, Jeff Thomas, Randy Edelman, Buzz Clifford, and Johnny Cymbol.

In addition, Dick Wolfe has entered into a publishing agreement with the Big 3 and has written new theme songs for the American Basketball Association television show and the new syndicated Willis Reed show.

# Studio Track

By CLAUDE HALL

**Joan Baez**, Vanguard Records artist, really digs the country music scene; she's back in Nashville recording another album, and **Kris Kristofferson**, a songwriter who has come on very strong in the past year or so, will be producing the sessions at Quadrafonic Sound Studios; **Gene Eichelberger** is engineering the sessions. **Arthur Alexander** was in the studio Dec. 22 recording under the direction of **Bob Beckham**. . . . Mark Five Recording Studios in Greenville, S.C., has been busy with a **Del Wood** session for Chart Records, also, the **Gospel Three** was in working on an album for Heart Warming Records. **Bob Edwards** of Mark Five said that construction has begun on 1,000 additional square feet of office space for the facility. The studio had just been rebuilt with a new Electrodyne control board and 8-track equipment. The new building expansion will include six new offices, plus a mixing and editing room and a conference room, as well as "additional space needed to enlarge the custom record and 8-track cartridge division. The studio has formed The Township Group to handle nationwide distribution of its five record labels and handle also the music publishing rights of Huffman and Pleasant Ridge Music. **Otis Forrest** is now production manager for Mark Five. **Dave Reddick** is director of engineering.

Woodland Sound Studios in Nashville unveiled their newly remodeled Studio A at a Christmas Party, including a new console built by Suburban Sound Inc., the research arm of A&R Studios in New York. Woodland president **Glenn Snoddy** and chief technician **Jim Pugh** supervised the construction. On hand for the party was **Don Frey**, vice president of A&R in New York, and SSI president **Neil Muncy.** Supposedly, the new console leaves an album be one in about two-thirds the normal time; it's built especially for the coming quad world. . . . **Lon Hawks, Peggy Lee,** and **Wayne Newton** are among the artists who'll be at Fame Recording Studios, Muscle Shoals, Ala., in January.

Music Mountain Studios in Lebanon Junction, Ky., has been busy, according to **Bill Vanden.** Product includes a single by **Lindsey Caulk,** the all-girl band of **Just Us,** and **Judy Shelburne;** their records are slated for release in January. . . . **Scott McFaul** has been named vice president of Sata Fortas Attractions the record production wing of **David Lucas Associates,** and **Bill Robertson** has been named engineer at Warehouse Record Studios, another Lucas project. Sata Fortas is now finishing up a session of **Charlie Brown LP** for Polydor Records, produced by **David Lucas.** . . . Film and TV commercials workshop is finally going to be a happening. It'll be held Jan. 18 at the **Waldorf-Astoria** Hotel, New York. Contact **Bob Boulware,** 212-532-4546, IRTS, for further details.

# Custom Music to Open 6 Tape Centers in Atlanta

• Continued from page 1

studios, tape duplicating, hardware marketing — and some areas CMC is not revealing.

CMC's artist management subsidiary has 12 acts, one of which will perform during the grand opening of the third tape center here next month. A month later, a new 16-track recording studio will open in CMC's suburban St. Louis complex.

The recording studio will be involved in radio jingles and TV commercials, but the company won't comment at all on whether it is moving into cartridge TV.

Norman Barken, assistant to president Byrle Northup, said CMC's disk label will be launched simultaneously with the opening of the studio. Barken has been openly critical of tape cartridge firms that make grandiose statements about their future.

Asked if CMC's advance announcement of the six centers here violated his own philosophy, he said: "We have the leases on the property signed — two stores are already operating."

He said Atlanta's metropolitan population of over 1.5 million can easily support six tape outlets.

# Rhodes New Studio Home

LOS ANGELES — Emitt Rhodes, writer-producer-artist who does his own recording on his dates, is expanding his recording facilities in his home in Hawthorne.

Rhodes has broken through into his parents' garage to install a Scully 8-track console with a remote control capability so he can sit at the piano and handle the recording simultaneously.

Jay Lasker, ABC/Dunhill's president, advanced Rhodes $10,000 (against royalties) for the equipment.

For his first Dunhill LP, Rhodes recorded all the songs in a shed behind the garage using an ampex 4-track recorder and three mikes he purchased for $5,000. The 10-foot x 20-foot room was soundproofed with egg cartons, wallboard and plaster board.

## GM Record Label Debut by Marasco

DETROIT—GM Records has been launched here by Guido Marasco, head of GM Recording Studios. Fred Sacon is vice president in charge of a&r and production. He had been with Jay-Kay Distributing Co.

SIR EDWARD LEWIS, center, chairman of the Decca Record Co. of England, and D.H. Toller-Bond, second from left, London Records, huddle with London's three new vice presidents. They are, left to right, John Stricker, vice president, finance; Herb Goldfarb, vice president, sales and distribution; and Walt Maguire, vice president, pop a&r.

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# Out of the ten possible singles in "Ballin'jack," one has emerged.

## "Super Highway."
(4-45312)

on Columbia Records®

*Also available on tape.

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# Billboard

The International Music-Record-Tape Newsweekly

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Vol. 83 No. 2

HENRY ALLEN, center, Atlantic vice president, and Rick Willard, right, Atlantic's sales manager, make a $100,000 deposit for the Atlantic Records Co. in Harlem's Freedom National Bank in order that the bank could lend funds to black businessmen. Bank president William Hudgins accepts the deposit.

# Executive Turntable

**Hal Rothberg** has been appointed executive services director of Akai America. Stan Harris, formerly sales director of American Tape Duplicators, has been named to the same position with Akai. . . . **Dan Fine** has been appointed eastern regional sales manager of Audio Magnetics. He will base in New York. . . . **Stephen Solot** has been named national sales manager of Sanyo Electric's automotive sound division. . . . **Morey Alexander**, executive vice-president of Kent, has left.

★ ★ ★

**Susan E. Meyer** named editor of American Artist, part of Billboard Publications, Inc., replacing **Sterling McIlhany,** who resigned for personal reasons.

★ ★ ★

**Joseph P. DiSabato** appointed to the newly created post of product manager, contemporary music, MCA Records. He was formerly music director for the ABC owned FM radio chain and a former member of the editorial staff of Billboard.

★ ★ ★

**Larry Finn,** national sales promotion and merchandising manager of GRT Music Tapes, has left. . . . **Michael Donohew,** director of Capitol's audio visual department, has left.

# UA Music Renews Pact With Big 3 on U.S., Canadian Rights

NEW YORK — The United Artists Music Group has renewed its agreement with the Big 3 for exclusive print rights for the U.S. and Canada. Terms of the agreement encompass 23 companies in the United Artists Music Group complex, including Bobby Goldsboro's Detail Music, Inc., Tom Paxton's Deep Fork Music, Inc., and Carolyn Leigh's Carwin Music, Inc.

The Big 3 is preparing a number of new folios on forthcoming scores from Broadway, off-Broadway and films recently acquired by United Artists Music Group. Additionally, the Big 3 has set an all-out campaign, which will be instituted on a new folio of Tom Paxton's songs featuring his ecology song, "Whose Garden Was This."

During the past three years

(Continued on page 58)

Fidelitone's Needle Replacement Guide is more than a Catalog... it is a true selling tool. It contains more cross-referenced entries. More ways to find what you're looking for. Saves time and effort in determining your customer's needs. You locate the Fidelitone needle number quickly and confidently. It simply helps to sell more needles!

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# 3 Japanese Hardware Mfrs Agree on VTR Standards

TOKYO — Three Japaoese hardware manufacturers have become the first companies to agree on technical standardization for VTR equipment, leaving American and European companies still in incompatible states.

The three are Matsushita, Sony and Victor. Hitachi and Mitsubishi Electric are developing EVR players for the CBS system. Toshiba is developing a unit based on the Ampex video tape reeording system. Two other firms, Saoyo and Shibaden, have not indicated which system they will align themselves with.

Sony in a separate move has been holding discussions with Philips for a standard magnetic videotape system. Sony reports its units will be available in 1971 for between $550 to $700.

The standardized specifications which the three firms have agreed upon are a 60-minute playing time using ¾-inch-wide magnetic tape held within a case whose dimensions are 8.7 inehes by 5.5 inches by 1.2 ioches.

The American market will be represented by the following videotape systems: Ampex, Avco, Panasonic, Philips of Holland, Sony, Toshiba, Victor of Japan. Systems using a film base are CBS, Sylvania, Vidicord and Norde Mende. RCA's Selecta-Vision uses laser beams on a vinyl film base. Teldec-AEG-Telefunkeo's system encompasses a long play disk as the carrier of the audio and visual impulses for translatioo onto a TV screen.

## Colossus Sends Query to Stations

NEW YORK—Colossus Records has sent out questionnaires to over 600 secondary market radio stations to update its marketing aod merchaodisiog. The questionnaires are accompanied by letters giving the radio stations a choice of Colossus' recent five-LP release.

Tom Kennedy, the record company's marketing director, said that response to the letters has been exeellent. Colossus is attempting to keep up with the ehanging format of stations in secondary markets by sendiog such material to all radio stations, maintaining a direct contact with the personnel at the stations.

## Scripps Howard to Acquire KVOO-TV

CINCINNATI—Scripps Howard Broadcasting, with headquarters here, has received FCC's okay to purchase KVOO-TV, Tulsa, Okla., according to M.C. Watters, executive vice president.

The call letters of KVOO-TV, an NBC affiliate, will be changed to KTEW-TV when the transfer of ownership is made in 30 days, Watters said.

CHESS RECORDS' new executive team gets together to diseuss strategy for the new year. Left to right, are, Worthy Patterson, sales director; Chuck Fly, national promotion manager; Arnie Orleans, vice president of marketing; Esmond Edwards, vice president of A&R; and Len Levy, head of the GRT Records group which ineludes Chess, Cheeker, Cadet and Cadet Coneept Reeords.

## New Educational Film Firm

HONOLULU — Hawaiian Video Industries has been formed here to produce educatiooal films for the home cartridge market as well as films for theatrical and commercial TV showing.

The company's studio center encompasses sound stages, cutting and editing rooms, color video tape equipment and two mobile location vans.

The board of directors of the privately financed compaoy includes James MacArthur, Jock Mahooey, Beau Vanden Ecker and Len Weissman. It is the city's first all-encompassing visual company.

# Market Quotations

As of Closing, Tuesday, December 29, 1970

| NAME | 1970 High | 1970 Low | Week's Vol. In 100's | Week's High | Week's Low | Week's Close | Net Change |
|---|---|---|---|---|---|---|---|
| Admiral | 14⅞ | 6½ | 251 | 8⅛ | 7⅛ | 8 | + ¾ |
| ABC | 39¼ | 19⅜ | 1129 | 26 | 24⅞ | 25⅝ | + ¾ |
| Amer. Auto Vending | 11 | 5⅛ | 42 | 6½ | 5⅝ | 6⅜ | + ⅜ |
| Ampex | 48½ | 12½ | 647 | 19 | 17⅜ | 18⅞ | + 1¾ |
| Automatic Radio | 27½ | 5¼ | 153 | 9⅜ | 7⅞ | 9½ | + 1⅜ |
| ARA | 120 | 74⅛ | 108 | 120¾ | 118 | 119½ | + 1¾ |
| Avnet | 13⅜ | 6½ | 750 | 8½ | 7⅞ | 8½ | + ¾ |
| Capitol Ind. | 53⅜ | 12 | 246 | 18½ | 17½ | 18 | + 1⅛ |
| Certron | 18¼ | 4¾ | 172 | 6⅛ | 5¾ | 6½ | + ¼ |
| CBS | 49⅞ | 23⅞ | 836 | 30½ | 29⅛ | 30½ | + 1¼ |
| Columbia Pictures | 31½ | 8⅝ | 582 | 12½ | 10⅜ | 12⅛ | + ¾ |
| Craig Corp. | 15½ | 4⅜ | 126 | 6¼ | 5½ | 5⅞ | + ¼ |
| Creative Management | 14¼ | 9¾ | 62 | 13 | 12 | 12¼ | − ⅜ |
| Disney, Walt | 158 | 89⅞ | 264 | 145¾ | 136½ | 145 | + 7 |
| EMI | 7⅜ | 3¾ | 358 | 4 | 3⅞ | 3⅞ | − ⅛ |
| General Electric | 92⅜ | 60¼ | 1058 | 92 | 89¼ | 91⅞ | + ¼ |
| Gulf & Western | 20¾ | 9½ | 477 | 19⅝ | 19 | 19⅝ | + ⅜ |
| Hammond Corp. | 16⅜ | 7¼ | 260 | 11½ | 10⅜ | 11½ | + ¾ |
| Handleman | 47⅜ | 19¾ | 164 | 37¾ | 35⅜ | 37 | + 1⅞ |
| Harvey Group | 12¾ | 3 | 31 | 4¼ | 3¾ | 4 | + ⅛ |
| ITT | 60½ | 30½ | 1361 | 51½ | 50½ | 51⅜ | + 1¼ |
| Interstate United | 15¾ | 4¾ | 165 | 9¾ | 8¼ | 9¾ | + 1¾ |
| Kinney Services | 36 | 20⅞ | 312 | 29⅜ | 28¾ | 29 | − ⅜ |
| Mecke | 19 | 8 | 67 | 10⅝ | 10½ | 10⅝ | + ⅜ |
| MCA | 26 | 11⅜ | 287 | 21 | 19¾ | 21 | + 1⅝ |
| MGM | 29⅛ | 9¾ | 151 | 16 | 15⅜ | 15⅞ | + ½ |
| Metromedia | 22⅜ | 9¾ | 104 | 17⅞ | 16¾ | 17½ | + ⅝ |
| 3M | 114¾ | 71 | 371 | 97⅜ | 94¾ | 97¾ | + 2½ |
| Motorola | 70⅞ | 31 | 238 | 55 | 52 | 54¼ | + 2 |
| No. Amer. Philips | 54⅜ | 18 | 185 | 24 | 22⅜ | 23⅞ | + 1¾ |
| Pickwick International | 54¾ | 20½ | 42 | 37⅜ | 35¾ | 37⅜ | + 1¾ |
| RCA | 34⅝ | 18⅛ | 2682 | 27⅛ | 26½ | 26⅞ | Unch. |
| Servmat | 31¾ | 12 | 195 | 26⅜ | 24½ | 26⅜ | + 2⅛ |
| Superscope | 40⅜ | 8 | 288 | 19¾ | 16½ | 19⅝ | + 3⅜ |
| Telex | 25⅞ | 9⅛ | 2195 | 17½ | 16⅜ | 17¼ | + ¾ |
| Tenna Corp. | 20¾ | 3⅞ | 202 | 8⅝ | 7⅝ | 8⅝ | + 1 |
| Transamerica | 26¾ | 11⅜ | 2224 | 16¼ | 14¾ | 16 | + 1⅛ |
| Transcontinental | 24½ | 4½ | 535 | 7⅛ | 6⅜ | 6⅞ | + ½ |
| Triangle | 17¼ | 10⅜ | 77 | 15⅝ | 14¾ | 15⅝ | + ⅜ |
| 20th Century Fox | 20½ | 6 | 1471 | 9⅜ | 8 | 9⅛ | + 1¼ |
| Vendo | 17⅛ | 10 | 110 | 13½ | 12⅜ | 13¼ | + ¾ |
| Viewlex | 25⅜ | 5¾ | 443 | 8¾ | 7½ | 8¾ | + 1⅜ |
| Wurlitzer | 15 | 7⅛ | 51 | 10 | 9⅝ | 9¾ | − ¼ |
| Zenith | 38½ | 22¼ | 418 | 37⅛ | 36½ | 37 | + ½ |

As of Closing, Tuesday, December 29, 1970

| OVER THE COUNTER* | Week's High | Week's Low | Week's Close |
|---|---|---|---|
| ABKO Ind. | 12 | 10¾ | 11¼ |
| Alltapes Inc. | 3½ | 3¼ | 3¼ |
| Amer. Prog. Bureau | 6¾ | 6¼ | 6½ |
| Bally Mfg. Corp. | 9¾ | 9¼ | 9½ |
| Data Packaging | 6½ | 5 | 6½ |
| Fanfare Films | 4⅛ | 3¾ | 4 |
| Gates Learjet | 3½ | 3⅛ | 3⅛ |
| GRT Corp. | 4 | 3⅜ | 4 |
| Goody, Sam | 9⅜ | 8⅝ | 9⅜ |

| OVER THE COUNTER* | Week's High | Week's Low | Week's Close |
|---|---|---|---|
| Kirshner Entertain. | 4¼ | 3½ | 4 |
| Koss Electronics | 3⅝ | 3¼ | 3⅜ |
| Lin Broadcasting | 6⅞ | 5⅞ | 6⅞ |
| Mills Music | 17¾ | 17½ | 17¾ |
| National Tape Dist. | 3⅜ | 3 | 3⅜ |
| Perception Ventures | 4 | 3¾ | 4 |
| Qatron Corp. | 3 | 2¾ | 2⅞ |
| Recoton | 4¼ | 4 | 4¼ |
| Schwartz Bros. | 3⅞ | 3½ | 3¾ |
| United Record & Tape | 5⅛ | 4¼ | 5⅛ |

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

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Height 5 feet 8 inches — Weight 140 pounds
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Marital Status Married — No. of Dependents 4
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Tel. 212-560-6300
Supervised purchasing, pricing, display, advertising and promotion for the phonograph record, pre-recorded tape and book departments of forty-five unit department store chain.

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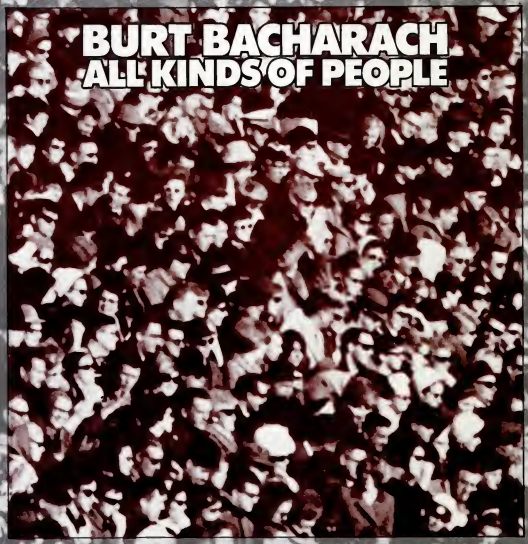


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**Arranged and Conducted by Burt Bacharach**
**Produced by Burt Bacharach and Phil Ramone**

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**on A&M Records**

# Ampex Bans Returns On Prerecorded 4's

NEW YORK—Ampex Stereo Tapes (AST) in an effort to reduce its staggering 4-track prerecorded inventory, has issued a memo to its distributors across the nation, informing them that the company will no longer accept returns on prerecorded 4-track cartridge tapes.

Although the memo does not elaborate beyond this, and comments from Ampex officials on the subject were negative, it is understood that the company's 4-track invevotory which is estimated to exceed 200,000 pieces, has been a thorn in the side of the giaot duplicating conglomerate.

Faced with a constricting 4-track market, even in areas where 4-track product was claimed to be a consistent seller, Ampex has decided to place an embargo on all 4-track returns, except, of course, these returns are matched with a comparable order for product of the same configuration.

Less than a year ago AST announced that there was a viable market for prerecorded 4-track product, and that it intended to go after a slice of that action. However, within recent months the company has made little or no mention of its achievements in this area.

Redundant 4-track stocks have recently featured predominantly in the demise of a number of tape duplicating companies including the giant International Tape Cartridge Co. (IPCC).

# Audio Magnetics Enters Line in Consumer Field

LOS ANGELES — Audio Magnetics, primarily a private label tape manufacturer, is entering the consumer field with its own brand line of audiophile-oriented cassette and reel blank tape.

Audio's brand logo, DuraDyne, a quadrasonic high frequency cassette tape series, will be available in 30, 60, 90 and 120-minute leogths, as well as a non-abrasive spun polyester head cleaner. Each is packaged in its own 2-piece Philips-type styrene storage case.

The company's opeo reel tapes will be available in 5 and 7-inch sizes. The all-polyester tapes are packaged in a new Audio-file two-piece hinged styrene storage case.

Both consumer lines will be introduced in January, with promotions, merchandising campaigns, advertising and marketing beginning Jan. 10 at the Housewares Show in Chicago.

"The quadrasonic high frequency series is the result of Forbes Electronics' technology and research on oew oxide formulations a n d coating techniques," according to Irving Katz, president of Audio Magnetics. (Forbes is a wholly owned subsidiary of Audio.)

The new cassette series will be manufactured in Gardena, Calif., where the company headquarters, and will be marketed on a worldwide basis.

The cassette and reel lines will be distributed through the company's factory representatives in electronics outlets, high fidelity stores, mass merchandising locations, music shops and specialty stores. The line is being readied for the world market, where Audio's name is sold io more than 70 nations.

The professional quality, low-ooise cassettes have several distinct features, like:

Cassettes are sealed with five self-taping Philips head screws, enabling the cassette to be opeoed for editing or repair; the pressure pad is of Beryllium copper and rabbit felt; the tape oxide is impregnated with a silicone lubricant combined with DuraDyne finish; plastic windows are sonically welded, and the hubs and clips are Delrin self-lubricating plastic designed to provide permaneot leader/hub interlock.

The idler roller is one-piece Delrin double-flaoged, while the stainless steel pins are siliconelubricated. The polyester liners are coated with a special graphite and silicone formulation and are curved to prevent the tape from winding unevecly and jamming.

Each dimeoion meets the specifications of the Philips standardization agreement.

The cassette line will be color labeled for easier ideotification: C-30, browo; C-60, red; C-90, greeo; C-120, blue, and magecta for the head cleaner. The Philips style box is brown.

The reel lioe will be available io 5-ioch (1 and 1½ mil) polyester, 7-inch (1 and 1½ mil) polyester, 5-inch (½ mil) tensilized polyester and 7-inch (½ mil) tensilized polyester.

## Col Films Forms CTV Department

NEW YORK — Columbia Pictures has become the second American film studio to open a department devoted exclusively to cartridge TV development. 20th Century-Fox holds the distinction of being the first U.S. studio to get into the new entertainment medium. Columbia's new company, Columbia Pictures Cassettes, is run by Lawrence Hilford, who switches over from executive vice president of Screen Gems International to become vice president, geoeral manager of the new operation here.

The new division will use the talents of various departments within the entire Columbia Pictures Industries setup.

## CHRYSLER MUM ON DROPPING

DETROIT — Chrysler Corp. had "no comment" to a report by N.V. Philips, Eindhoveo, the Netherlands, that the auto manufacturer is not planning to renew a contract to buy cassette players and radios for oew model cars.

Philips said its Canadian subsidiary is producing about 500,000 units valued at $9.3 milliоо for 1971 Chrysler cars, but the contract woo't be reoewed for new models next September. A Chrysler spokesman admitted it had discontinued buying product from Philips, "except for a few tape recorders from Philips' Canadian facility."

Motorola recently made an announcement that it will make cassette equipment for 1972 and 1973 Chrysler models.

# The Watts: Solution for Pollution

It's exactly in the pattern of their last three singles: Express Yourself, Loveland, and Do Your Thing. Here we go again. R & B and pop play, only faster than ever. Charles Wright & The Watts 103rd St. Rhythm Band, on again! Warner Bros. single 7251.

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# Cassette Problems Laid to Software Mfrs Who Snub Technology Strides

NEW YORK — Problems plaguing the growth of the cassette industry have been attributed to software manufacturers who have failed to keep pace with the technological advancements of cassette equipment.

The accusation comes from David B. Monoson, president of Marketing World, tape consulting firm, who also charges that both cassette and open reel equipment have suffered substantially from the failure of producers of prerecorded tape to provide a level of technological quality comparable to the capability of the available hardware.

Monoson, who is regarded as one of the most informed voices in the industry, said many consumers have, in the past, purchased expensive tape equipment, only to be disappointed by the realization that available prerecorded tapes do not compare to the quality of LP disks.

He continued, "This is particularly applicable to purchasers of high-quality cassette decks. These people have come to find that the average quality of prerecorded cassettes is such that the signal-to-noise is unfavorable, the record level of the tape is poor, and the quality of the tape and cassettes themselves leave much to be desired."

He added, "These people rapidly learn that they can make a far better tape by copying a disk or recording off the air."

Monoson feels that the resultant dissatisfaction leads to inhibited prerecorded tape purchases, and a general disappointment with the overall media. He stresses however that a reversal of the trend is possible through radical improvement of quality control standards.

The tape industry consultant does not feel that the answer to the cassette's problem is in mass discount merchandising, reduced prices or high pressure promotions, but in providing the type of prerecorded material of which modern recording techniques are capable.

Observing that the Dolby noise reduction systems are both misunderstood and misused, Monoson said that although the systems are demonstrably effective and can serve to enhance the performance characteristics of any good tape deck, yet the overall quality of the product being offered to the consumer will not be improved by providing Dolbyized prerecorded tapes and representing them as being compatible with all playback equipment.

"This," he said, "penalizes the consumer by making him pay

(Continued on page 28)

# CTV SEEN HAVING LARGE BUYER RESEARCH EFFECT

CHICAGO—Cartridge TV will have a dramatic effect upon advertising agencies consumer research. The reason: low-cost televised sessions with consumers, according to the head of a new firm here doing just this kind of thing with audio cassette tape.

Roger Casty, president of Tapetalk, suggests the convenience and ubiquity of audio cassette playback equipment, with his firm now packaging recorded cassette discussions on 13 different subjects.

Casty said the firm is watching cartridge TV very closely. "There's no doubt it will have application for us. On a syndicated basis, it will make the pricing and acceptance of visual tapes very acceptable."

He explained that agencies have been doing what Tapetalk does for a long time—but at costs ranging up to thousands of dollars. Tapetalk's $225 audio cassette packages are a breakthrough and he said the same will be true ultimately of low cost cartridge TV packages. But that's a ways off.

YOU BETTER THINK TWICE.

Poco's new album will ship January 15.

But before you think about orders, you ought to think about this.

Poco began where Buffalo Springfield left off. After its split, Jim Messina and Richie Furay joined with Rusty Young and George Grantham and released "Pickin' Up The Pieces," Poco's first album. And it sold 100,000 copies.

It was called "one of the most promising new sounds in contemporary music" by *Boston After Dark*. Pete Johnson said in the L.A. *Times*: "The band seems to be the natural heir to the originality, diversity, and togetherness which marked the beginnings of California's best rock groups."

Evidently,he heard something. Their second album, "Poco," doubled the sales of the first. It sold over 200,000. And Pete Fornatale of WNEW-FM said, "Poco has become the standard of excellence for great country-rock music." *Playboy* said, "There's no happier rock group around than Poco."

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The Nitty Gritty Dirt Band
On Liberty Records & Tapes

Produced by William E. Wilson

# 'Standardization and Compatibility CTV Key'

By BRUCE WEBER

LOS ANGELES—"The key to mass consumer acceptance of cartridge TV is standardization and compatibility," believes James Tiedjens, president of National Tape Distributors. "Little, if any, longrange success can be achieved without it," he said.

Tiedjens feels the future of cartridge TV is unquestionably bright, but there are some unanswered questions concerning prerecorded home entertainment.

As manufacturers shed light on their competing but incompatible systems, the National Tape executive warns of dangers that could hinder a viable market for the product: standardization.

"Manufacturers have to agree to establish a standard for the production of color cartridge TV players that would allow individual videocassettes to be used with any of the concern's systems," he said.

"After standardization," feels Tiedjens, "the device will have to retail for about $300 to $400 in order to become a mass market item." He also feels that playback only equipment (from RCA and CBS) can co-exist with record/playback equipment (from Sony, Philips, Ampex, Avco, among others) in the same market.

In the programming area,

(Continued on page 29)

# Returns Seen A Big Problem Facing CTV

NEW YORK—The record industry's bugaboo about returns is one of the major sales problems facing cartridge television.

Former MGM record company executive Irv Stimler, now president of a new cartridge TV/programming firm, Optronics Libraries, feels that mass merchandisers will prefer to sell the software rather than rent it.

The whole paranoia over bookkeeping, maintaining inventory on a rotating basis, the hassles with late returns, are all thoughts which are turning off retailers to getting into leasing business.

The initial sales pattern for TV cartridges will be on a sales basis, Stimler believes. And the persons buying the tapes will be able to afford the $25 to $40 price per title. This high cost will make home video cartridges a truly luxury item.

Record stores which have enough headaches with pilferage and returns on records and audio tape cartridges and cassettes, will probably choose to stay away from renting TV fare.

One suggestion has been made to motion picture theater owners that they get into the leasing business. Record shops and

(Continued on page 26)

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# Actors Plan for CTV $ Equity

NEW YORK—Actors Equity has joined the growing number of entertainment craft unions taking cognizance of the dollar potential in the future cartridge TV market.

Equity plans meeting with officials of the American Federation of TV and Radio Artists and Screen Actors Guild to develop basic negotiating points for future situations.

One situation which Equity faces is the eventual taping (or filming) of Broadway and off-Broadway productions. The actors union, representing some 17,000 members, won a point in recently concluded bargaining with the League of Off-Broadway Theatres & Producers in that cartridge TV rights will be individually negotiated per show.

Equity's executive secretary, Angus Duncan, plans to fly to London in January to attend a conference devoted to cartridge television sponsored by the International Federation of Actors.

On the Coast, Musicians Union Local 47 and several of the TV and film engineering unions, have also expressed concern over coverage for their cartridge TV participation.

One audio visual department executive, Van Dyke Parks of Warner Bros. Records, has expressed his own concern over the hard-nosed attitude of the International Alliance of Theatrical Stage Employees (IATSE) which requires fees for services which Parks believes are out of line for work in a new industry. Parks has called IATSE's fees "unrealistic."

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The Telex series 235-1 is more than just another tape duplicating system. It is a concept based on modular "building blocks" which complement each other and provide total flexibility for tape duplicating. It solves the problems of interfacing between open reels and cassettes. It is a system designed for future expansion. Engineered to make tapes of true, professional quality. And it's priced within your budget.

The Telex system consists of only five basic units.

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3. Open-reel master play transport.
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5. Open-reel slave record transport.

The five units are totally compatible. Intermix cassette and open-reel master or slave transports to suit your duplicating requirements; cassette to cassette, reel to cassette, reel to reel, or even cassette to reel. All units fit into table top consoles of uniform size so when your requirements change, you just add more units. It's that simple.

Telex series 235-1 is heavy duty equipment with hysteresis synchronous motor tape drives, momentary push button controls and time delay circuits for smooth, positive tape handling. Selected premium grade duplicator heads provide long life and excellent frequency response. And fail safe, automatic features enable non-technical personnel to operate the system efficiently.

Telex "building blocks" make a totally flexible and complete duplicating system. It's the sensible approach, designed to meet your needs today, next month and in the years to come. Made in the U.S. to professional standards.

Systems start at $1860.

# Tape in Latin America Ahead of Software Sales

CHICAGO — Sales of prerecorded tapes in the Latin American market is running about 25 percent of total software sales, said Marshall Frenkel of Pan American Records.

Frenkel, whose firm handles 35 Latin labels, including the Latin lines of several major record companies, said his tape inventory is 30 percent greater today than a year ago. Pan American distributes Latin product throughout the Midwest.

In Pan American's two retail stores, Frenkel has adapted the counter-top browser racks (formerly introduced by Capitol Records) to his specifications. The racks occupy 20-feet of counter area in the 26th Street store, where warehouse space has been expanded 5,200-square-feet. His other location is on Halsted Street. Product is secured under glass in the racks.

While stereo 8 is the major (Continued on page 42)

# Mayfair Growth Due to Treating 8-Track & Cassette Separately

By EARL PAIGE

CHICAGO — Mayfair's marketing philosophy of viewing 8-track and cassette player equipment as two distinct product areas is the reason behind the company's rapid growth.

The firm founded by Art Braver, president, had sales of $4 million in 1967 and increased its volume to $13 million in 1970.

"We view 8-track as a market for playback only customers and cassette as a configuration appealing to consumers who want to record themselves," said Charles Hakimian, Mayfair marketing director.

Mayfair supplies a variety of players, including portables, in a wide range of prices. Its line ranges from three car units ($49 to $119), about 15 portables and home 8-track units ($29.95 to $149.95), and 12 portables and home cassette players ($24.95 to $119.95). It also markets four low-priced open reel machines.

Like other equipment manufacturers, Mayfair is selling both (Continued on page 28)

## Tape Happenings

**General Electric's** silicone products department has developed Fidelisil 500, a rubber compound for pinch rollers in 8-track cartridges. . . . **Ampex** is distributing and duplicating product from **Jay-Gee Record Co.** (Jubilee Group) in the U.S. and Canada. . . . **Craig** has named Marshall Rubin as its sales representative in parts of metropolitan Chicago and northern Illinois. . . . **Bell and Howell** is marketing a blank cassette tape dispenser which features a bell attachment that rings each time a tape is pulled from the display. The dispenser holds 48 tapes. . . . **Sony/Superscope** is introducing a three-motor, three-head stereo tape deck, model 640, at $369.95. . . . **Robins Industries** is reducing the price of its Sonoramic line of blank cassettes from 24 to 30 percent in 60, 90 and 120-minute lengths.


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|---|---|---|---|---|---|---|---|---|---|---|---|
| Slaves | Per Hour | 8 Hour Day | 6 Day Week | Slaves | Per Hour | 8 Hour Day | 6 Day Week | Slaves | Per Hour | 8 Hour Day | 6 Day Week |
| 3 | 84 | 672 | 3360 | 3 | 42 | 336 | 1680 | 1 | 3 | 24 | 120 |
| | | | | | | | | 2 | 6 | 48 | 240 |
| 6 | 168 | 1344 | 6720 | 6 | 84 | 672 | 3360 | 3 | 9 | 72 | 360 |
| | | | | | | | | 4 | 12 | 96 | 480 |
| 9 | 252 | 2016 | 10080 | 9 | 126 | 1008 | 5040 | 5 | 15 | 120 | 600 |
| | | | | | | | | 6 | 18 | 144 | 720 |
| | | | | | | | | 7 | 21 | 168 | 840 |
| | | | | | | | | 8 | 24 | 192 | 960 |
| | | | | | | | | 9 | 27 | 216 | 1080 |
| | | | | | | | | 10 | 30 | 240 | 1200 |

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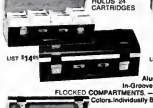

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## TV Wires

Motorola has acquired filmed highlights of "Bahama 500" for conversion into CBS' EVR format. The film tells the story of the annual powerboat race held off the Bahama Islands. The 25-minute color feature is owned by Kiekhaefer Mercury of Chicago. . . . SelectaVision has opened an office in Beverly Hills at 450 N. Roxbury Dr. Tom McDermott, the RCA vice president in charge of programming, will use the facility. He has just returned from a European trip to discuss programming with firms in England, France and Germany. . . . TeleCassette of Beverly Hills has signed the following experts to work on instructional tapes: Dr. Rocco Motto for children's programming; Dr. Harold Dyrenforth for industrial projects and sales training; Paul Engler for ecological subjects and Don Allison for hotel management programs.

## TOP Billboard Tape Cartridges

**(Based on Best Selling LP's)**

| This Week | Last Week | Title, Artist, Label (8-Tr. & Cassette Nos.) (Duplicator) |
|---|---|---|
| 1 | 1 | **ALL THINGS MUST PASS** George Harrison, Apple (EWB 639; 4XWB 639) |
| 2 | 2 | **ABRAXAS** Santana, Columbia (CA 30130; CT 30130) |
| 3 | 3 | **STEPHEN STILLS** Atlantic (Ampex M-67202; Ampex M-57202) |
| 4 | 4 | **THE PARTRIDGE FAMILY ALBUM** Bell (86030; 86030) |
| 5 | 6 | **GREATEST HITS** Sly & the Family Stone, Epic (KQ 30325; ET 30325) |
| 6 | 7 | **JESUS CHRIST, SUPERSTAR** Various Artists, Decca (6-206; 73-206) |
| 7 | 10 | **PENDULUM** Creedence Clearwater Revival, Fantasy (88410; 58410) |
| 8 | 5 | **LIVE** Grand Funk Railroad, Capitol (8CXW 653; 4XWW 653) |
| 9 | 12 | **JOHN LENNON/PLASTIC ONO BAND** Apple (EXW 3372; 4XW 3372) |
| 10 | 9 | **LED ZEPPELIN III** Atlantic (TP 7201; CS 7201) |
| 11 | 8 | **CLOSE TO YOU** Carpenters, A&M (8T 4271; CS 4271) |
| 12 | 13 | **SWEET BABY JAMES** James Taylor, Warner Bros. (8WM 1843; CWX 1843) |
| 13 | 15 | **ELTON JOHN** Uni (8-73090; 2-73090) |
| 14 | 11 | **TO BE CONTINUED** Isaac Hayes, Enterprise (ENB 1014; ENC 1014) |
| 15 | 14 | **THIRD ALBUM** Jackson 5, Motown (M8-1718; M 75718) |
| 16 | 18 | **CHICAGO** Columbia (18 BD 0858; 1610 0858) |
| 17 | 17 | **NATURALLY** Three Dog Night, Dunhill (85088; 55088) |
| 18 | 19 | **WORST OF** Jefferson Airplane, RCA Victor (PBS 1653; PK 1653) |
| 19 | 22 | **WHALES & NIGHTINGALES** Judy Collins, Elektra (ET 8 5010; TC 5 5010) |
| 20 | 28 | **BLOWS AGAINST THE EMPIRE** Paul Kantner & the Jefferson Starship, RCA Victor (PBS 1654; PK 1654) |
| 21 | 21 | **THAT'S THE WAY IT IS** Elvis Presley, RCA Victor (PBS 1652; PK 1652) |
| 22 | 24 | **WOODSTOCK** Soundtrack, Cotillion (Ampex T8S NN; T5S NN) |
| 23 | 26 | **NEW MORNING** Bob Dylan, Columbia (CA 30290; CT 30290) (Ampex) |
| 24 | 16 | **TAP ROOT MANUSCRIPT** Neil Diamond, Uni (8-73092; 2-73092) |
| 25 | 31 | **PORTRAIT** Fifth Dimension, Bell (86045; 56045) |
| 26 | 29 | **WATT** Ten Years After, Deram (M 77850; M 77650) |
| 27 | 27 | **DOORS 13** Elektra (ET 8-4079; TC5-4079) |
| 28 | 30 | **AFTER THE GOLD RUSH** Neil Young, Reprise (8RM 6383; 56383) |
| 29 | 37 | **TOMMY** Who, Decca (62500; 7-32500) |
| 30 | 45 | **EMITT RHODES** Dunhill (85089; 55089) (Ampex & GRT) |
| 31 | 32 | **AMERICAN BEAUTY** Grateful Dead, Warner Bros. (81892; 51892) |
| 32 | 33 | **HIS BAND & THE STREET CHOIR** Van Morrison, Warner Bros. (81884; 51884) |
| 33 | 23 | **BLACK SABBATH** Warner Bros. (81871; 51871) |
| 34 | 20 | **COSMO'S FACTORY** Creedence Clearwater Revival, Fantasy (88402; 58402) (Ampex) |
| 35 | — | **CHICAGO TRANSIT AUTHORITY** Columbia (1B BD 0854; 16 BD 0854) |
| 36 | 38 | **FOR THE GOOD TIMES** Ray Price, Columbia (CA 30106; CT 30106) |
| 37 | 44 | **LOLA VS. POWERMAN & THE MONEYGOROUND** Kinks, Reprise (8RM 6423; 56423) |
| 38 | 49 | **VERY DIONNE** Dionne Warwick, Scepter (TSPS 587; CSPS 587) |
| 39 | 39 | **A QUESTION OF BALANCE** Moody Blues, Threshold (24803; 24603) (Ampex) |
| 40 | 43 | **CURTIS** Curtis Mayfield, Curtom (M8 8005; M5 8005) |
| 41 | 36 | **GOLD** Neil Diamond, Uni (8-73084; 73-084) |
| 42 | 46 | **DEJA VU** Crosby, Stills, Nash & Young, Atlantic (TP 7200 & Ampex 87200; 57200) |
| 43 | 25 | **STEPPENWOLF 7** ABC/Dunhill (85090; 55090) (Ampex) |
| 44 | 47 | **WITH LOVE, BOBBY** Bobby Sherman, Metromedia (890-1022; 590-1022) |
| 45 | 34 | **NO OICE** Beatles/Apple (8XT 3367; 4XT 3367) |
| 46 | 35 | **LAYLA** Derek & the Dominos, Atco (Ampex M-82704/ Ampex M-53704) |
| 47 | 41 | **CLOSER TO HOME** Grand Funk Railroad, Capitol (8XT 471; 4XT 471) |
| 48 | 40 | **SHARE THE LAND** Guess Who, RCA Victor (PBS-1590; PK 1590) |
| 49 | 42 | **EVERYTHING IS EVERYTHING** Diana Ross, Motown (M 81724; M 75724) |
| 50 | — | **CANDIDA** Dawn, Bell (8-6052; 5-6052) |

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# Signings

**Cissy Houston**, formerly with the **Sweet Inspirations**, signed with Janus, which previously issued an album by her, which was originally recorded for Commonwealth United. . . . **Richard Pryor** to Laff Records. . . . Warner Bros. Charles Wright & the Watts 103rd St. Rhythm Band to Management 111 . . . Viva Cordova, seven-piece rock band, to Goldenhouse Productions with Joe Reed producing. . . . Octave Records' **Earl Garner** signed with Associated Booking for all live performance fields. . . . Lee Tully to **Steve Sheldon** for management. . . . **PAX**, rock group, to BRL Management.

## Davis Record Bows Kressla

NEW YORK—Kressla Records, a new label based in Trenton, N.J., will make its debut with singer Court Davis. The Davis disk, "My Words," will be released nationally this week.

Davis, who formerly recorded on the Sue label, is managed by Anthony Messina's Antone Productions, Inc., a Philadelphia firm. In addition to a key-city promotion tour for Kressla, Messina has set Davis for an engagement at the Continental Safari beginning the second week in February.


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# Talent In Action

### ROBERTA FLACK

*Philharmonic Hall, New York*

Roberta Flack (Atlantic) likes lyrics that say something—the material of Gene McDaniels ("Rev. Lee" and "Sunday and Sister Jones") fits aptly—and from which she can wring drama and/or humor. Appearing with minimum effects, an unobstructive trio, and three-piece gospel chorus, she allows the audience to focus on the details of her supple, subtle singing and underlying piano technique.

Her packed audience greeted everything rapturously from "Compare the People" to "Young Gifted and Black," her closer.

Perhaps the acme on too much with too similar (slow) tempi and her endings rambled on too long before extinguishing, but there's no doubt that Miss Flack teaches a powerful sermon. **IAN DOYE**

### ERIC BURDON & WAR

*Troubador, Los Angeles*

This is a sensational in-person act, fusing Afro Cuban rhythms with black blues and creating an emotional impact which is completely explosive.

Musically the seven-piece band is fantastically skilled and rich in jazz and rhythm & blues. Burdon's gutsy voice is right in the proper idiom, throaty, but clear. These references were part of the songs and were not empassed.

What was emphasized was the dynamic nature of War's instrumentalists and Burdon's own dramatic stage presence and his fun with lyrics. Songs melded into each other, "Spill the Wine" to "Spill the Wine" to "Mother Earth" to "Tobacco Road." The latter instances Burdon expands the original lyrics to get into other areas. His "Spill the Wine" is somewhere near the hit single version. It is a story which starts with a mixture of grass and sex. "Mother Earth" refers to existence and what Burdon feels is the "feeling of consciousness" by turning to drugs.

Burdon repeats words and phrases to build up crescendo intensities. His associates who must be credited with marvelous performances are Lee Oskar, harmonica; Charles Miller, baritone saxophone and flute; Lonnie Jordan, organ; Howard Scott, guitar; Dee Allen, percussion instruments and Harold Brown on drums.

**ELIOT TIEGEL**

### LITTER

*Beaver's, Chicago*

Litter has come a long way in six months. Gone is the overloud, overbearing noise and in its place is rock music in one of its better forms. Mark Gallup, the group's singer, has calmed down a bit, and now has more control over himself and the group has more control over the music and the audience.

The rest of the group (two guitars, bass and drums) lend more than adequate support in shaping the music, which for the most is original. The styles are varied, ranging from one acoustic number, through some good time songs, and several jet plain hard rock. The highlight of the set was "Crossover," a song with a definite insanity and having slight operatic overtones, ending with some controlled feedback and the chorus from "Figaro." A monster tune with good visual accompaniment. The Minneapolis group has been around several years, but its musical excitement has only begun.

**GEORGE KNEMEYER**

### EDWARDS HAND

*Troubador, Los Angeles*

Edwards Hand combined cuts from the LP of that L.A. trio "Stranded" with some new original works for their local debut Dec. 22.

The British duo (Rod Edwards, keyboards and Roger Hand, acoustic guitar) along with a local rhythm section, seemed tight and uneomfortable at first, but then eased into a smooth vocal and instrumental groove.

Their music requires an audience's attention because of the serious, somber nature, especially when they sing about not wanting to go off to war via the draft ("Suite U.S.") or the destruction of man ("Revolution").

Their most impressive work was the five-part suite, "Death of a Man" complete with taped sounds of a Moog and a wailing siren. Edwards and Hand's lyrics offer a comfortable contrast when harmonizing as they do when. Edwards two-fisted piano style is the strongest instrumental voice, fusing a countrijah approach with a hard driving choral attack. Hand's guitar work is delicate. Chris Brown Jr.'s drumming holds everything together. Guitarist David Doud lent some light psychedelic runs and his brother Michael's electric bass generated the low notations.

The group plans to use a 22-piece orchestra in upcoming concerts as it re-treats the "Stranded" material. This engagement came off as a good workout for things to come.

**ELIOT TIEGEL**

### BYRDS

*Santa Monica Civic, Santa Monica, Calif.*

The Byrds offered a musical greeting card for local fans and this gesture was highly received. For the group, Dec. 27 concert was of more importance because local youngsters have taken the hand for granted and the concert thus had a minimum of understanding.

For one hour, the quartet (plus manager Terry Melcher on piano and a tambourine-cowbell player who roomed around the stage unnecessarily) worked very hard at playing their hard rock roll and country pop tunes. Then after the final flagwaving "Eight Miles High"—which was their most impressive technically artistic song—the crowd surged forward and showed its emotional appreciation.

The encore numbers, "So You Want to Be a Rock'n'Roll Star" and "Spaceman" were joyously performed with lead singer Roger McGuion showing his own feelings of appreciation.

McGuinn was vocally dominate on eight of the songs. Clarence White, the second guitarist, lent a softer vocal sound to his own offerings, "Truck Stop Girl" and "Home Sweet Home." When McGuinn and White switched to acoustic guitars for four numbers, the audience really responded, especially the last country tune with "Black Mountain Rag." Drummer

(Continued on page 20)

ROY AYERS UBIQUITY perform at a recent Polydor Records party at New York's Village Vanguard, where the group was playing.

# From The Music Capitals of the World

## DOMESTIC

### *LOS ANGELES*

**Tony Joe White,** who has just joined Warner Bros. plays the Bitter End in New York Jan. 27 and then hits the local Troubadour and Fillmore West in San Francisco, working with a large band. Warners will exploit his appearances with a full merchandising campaign.

**B. Mitchell Reed** has been airing tapes of the development of **Spencer Davis** and **Peter Jamison's** new Mediets LP. The duo's protégé-manager **Jay Senter** has been providing the KMET-FM personality with the material. The tapes will shortly be offered to other Metromedia stations.

**Jack Feierman** will conduct the orchestra for **Joe Pellciano** during the singer's Chevron Hotel engagement, Jan. 14-30 in Sydney, Australia. . . . **Dave Grusin** will score WB's "Summer of 42." . . . KCET producer **Alan Baker** is planning a six-hour TV special with **Leon Russell** for April. The pianist-singer taped six hours for a one-hour special which the station recently aired. Now the plan is to use all the footage. . . . **Tom O'Horgan,** a director of **Hair,** has composed the score for "Alex in Wonderland," a new MGM release.

Pep Records has picked up the Mercury family of labels and Records Merchandising is now a full line RCA distributor. . . . **Leonard Rosenman** will compose the score for "Vanished" a Universal TV four part feature.

A&R Records is releasing the **Pat Williams** single "Jennifer" and "Junk" from the orchestra leader's first LP for the company. "Jennifer" was originally written for the film "Sidelong Glances of a Pigeon Kicker." . . . **Bernard Hermmann** will compose the score for "The Road Builders," an MGM release.

UA Records will release several disks to promote the parent company's film. "The Music Lovers" which is the story of the life of **Peter Tchaikovsky. Ferrante and Teicher** have recorded the title tune as a single. **André Previn** and the London Symphony perform on the soundtrack LP and the piano duo come back in March with their LP "The Music Lovers" featuring music by the Russian composer.

**ELIOT TIEGEL**

### *NASHVILLE*

**ABC's Tommy Rose** has been set for a Saturday (9) appearance on the "Andy Williams Show" on NBC. Roe will do a medley of three of his biggest hits. Arrangements were set by his management partners, **Bill Lowery** and **Seymour Heller.** . . . Columbia's **Billy Joe Royal** will close out the season with a stint at Disneyland. Royal then will hit the road again Jan. 16 at Bardstown, Ky., and on to North Carolina and Virginia. . . . Liberty's **Dennis Yost** is set for a Studio One recording sessions with **Buddy Buie** in Atlanta. . . . The **Classics IV** have signed a recording contract of their own with UA and are currently cutting LP product. . . . **Bobby Fuller,** former lead vocalist performer with the **Four Fuller Brothers,** is negotiating the launching of his solo recording career. He's managed by **Dub Allbritten,** one of the best. Fuller's sessions are to be produced exclusively by **Dennis Linde** of Combine Music. . . . According to **Don McGregor,** pop and underground promotion man for the **Shelby Singleton Corporation,** there is the general attitude among the radio industry that it is getting fewer real personalities among disk jockeys today. He feels this could be due to the fact that many are unwilling to put in extra time and effort to engage in activities which will put them before the public. He's willing to pass on his ideas to anyone interested. . . . The new downtown facility of Master Sound Recording Studios in Atlanta is now an actuality. It's one of the hottest studios in the business.

**TOM WILLIAMS**

(Continued on page 20)

## Weiss, Bregman, Gerber Set Co.

NEW YORK—Norman Weiss has formed Artists Entertainment Complex with Martin Bregman and Roy Gerber. Weiss had been associate vice president of Creative Management Associates, Bregman was head of International Business Manageament and Gerber was a vice president with CMA.

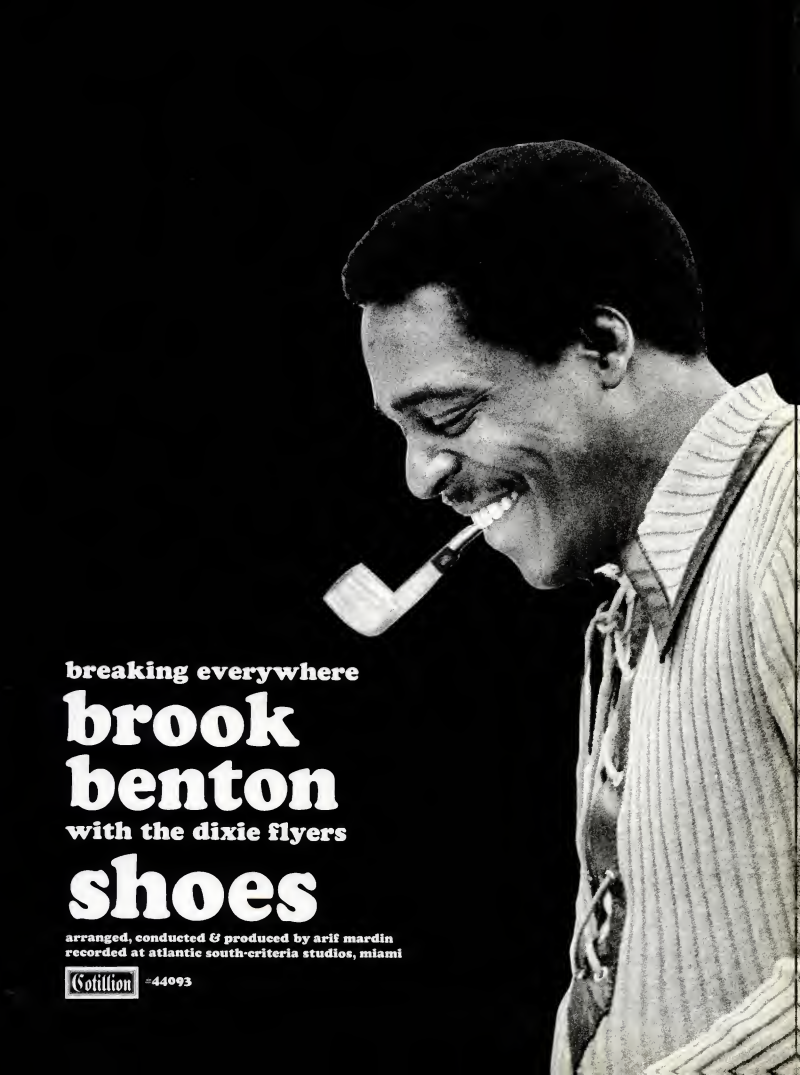
In addition to personal management, Artists Entertainment Complex plans to enter legitimate, film and television production as well as the music publishing fields. A prospectus is being prepared for mid-January presentation to the Securities and Exchange Commission.

## Memorial Benefit at Rock Pile

NEW YORK—The Chambers Bros., the Brooklyn Bridge and Cactus will headline a memorial benefit at the Rock Pile (formerly Action Theatre) Jan. 7.

All proceeds will go to a trust fund for Craig Lichtner, aged 7, son of the late Audrey Lichtner, talent consultant for the club. Mrs. Lichtner died in a fire in her home last November.

The benefit is being organized and directed by Betty Sperber, head of Betty Sperber Management.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# From The Music Capitals of the World

## DOMESTIC

• *Continued from page 18*

### NEW YORK

Faithful Virtue Records, Kopelman-Rubin's new label, will be located at 1100 East 59th St. The phone number is 212—751-6820.

Blue Thumb's **Dave Mason** and Dunhill's **Mama Cass Elliott**, and Atco's **Livingston Taylor** play **Bill Graham's** Fillmore East Jan. 22-23. Slated for two shows Jan. 25 is Warner Bros. **James Taylor**, Livingston's brother. . . . **Mimi Benzell**, a former Metropolitan Opera soprano, who appeared on Broadway in "Milk and Honey" and in nightclubs, died of cancer in North Shore Hospital, Manhasset, L.I., Dec. 23. She was 47. Miss Benzell was married to **Walter Gould**, a New York concert manager. . . . **Don Sherman**, writer and comedian, will be recorded live at Mr. Kelly's, Chicago, during his engagement there beginning Feb. 8. **John DeMarco** will produce for Sherman Productions, Inc.

**Cab Calloway** opens at the Jersey Steak Pit, Saturday (16). . . . Parrot's **Engelbert Humperdinck** plays the King's Inn & Golf Club, Freeport, Bahamas, Jan. 24. . . . Columbia's **Dreams** plays Beaver's, Chicago, Friday (8) and Saturday (9); Lincoln Theater, Carbondale, Pa., Friday (15); Philadelphia's Academy of Music, Jan. 20; Cleveland Public Auditorium, Jan. 23; Elmira (N.Y.) College, Jan. 29, and the Palace Theater, Warren, Ohio, Jan. 30. . . . Polydor's **Dave Van Ronk** set for the Cafe Lima, Woodstock, N.Y., Friday (8) through Sunday (10); Kent State University, Saturday (16); Chicago's Quiet Night, Jan. 20-24, and the University of Chicago Jan. 27.

Polydor's **Jake Holmes** opens a six-night engagement at Paul Colby's Bitter End Wednesday (6). He appears on NBC-TV's "Tonight Show" the night before and at Carnegie Hall April 4. . . . Composer **Allison Ansante** is writing a Broadway musical based on her "Moon Lady" book. . . . Mercury's **Steve Leeds** is filming a "Kirby Scott Show" in Baltimore. . . . Capitol's **Bloodrock** opens a five-night stand at Los Angeles' Whisky A Go Go Jan. 20. . . . **Lesley Gore** opens a four-week engage-

*(Continued on page 30)*

## Railroad Heads For U.K. Debut

NEW YORK—Grand Funk Railroad will make their European debut at Royal Albert Hall, London, Jan. 15. The group and their crew will fly to England expressly for this date, after which they will return to the U.S. and begin producing a new album for Capitol Records. Terry Knight, manager and producer of the group, said that there will be no interviews while the group is in the U.K., although Grand Funk Railroad has recently been the subject of front page coverage by the U.K. music trade papers and the national news media.

# Graham Is New Show Promoter Of Winterland

SAN FRANCISCO — Bill Graham has taken over Winterland as its concert promoter. Paul Baratta, a former Graham employee, had booked the large facility since Oct. 4.

Graham's first bill is New Year's Eve, with the Grateful Dead, New Riders of the Purple Sage and Stoneground. Dave Mason follows Jan. 7-9.

Graham is still operating the Fillmore here, but has announced plans to close it and get into other areas of show business.

Graham's contract for the exclusive use of Winterland covers all rock shows in 1971 with two one-year options. The only exception is when the Ice Follies moves into the building.

Winterland is operated by Mediocor, a Minneapolis-based firm. Graham acts as an independent promoter with a straight rental agreement for the building.

# Talent In Action

• *Continued from page 18*

Gene Parsons played some funky harmonica on "Take a Whiff" (with its cocaine reference) which the audience dug. And bassist Skip Battin was more than just a bottom sound throughout the program. "Mr. Tambourine Man," "Chestnut Mare," "Positively Fourth St." and "Old Blue" brought cheer to everyone. **ELLIOT TIEGEL**

### ROBERTA FLACK
*Philharmonic Hall, New York*

Roberta Flack (Atlantic) likes lyrics that say something — the material of Gene McDaniels ("Rev. Lee" and "Sunday and Sister Jones") fits aptly—and from which she can wring drama and/or humor. Appearing with minimum effects, an unobtrusive trio, and three-piece gospel chorus, she allows the audience to focus on the details of her supple, subtle singing and underlying piano technique.

Her packed audience greeted everything rapturously, from "Save the People" to "Young, Gifted and Black," her closer.

Perhaps she came on too much with too similar (slow) tempi and her endings rambled on too long before extinguishing, but there's no doubt that Miss Flack teaches a powerful sermon with her new-breed voice **IAN DOVE**


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# Radio-TV programming

*PERSONALITY PROFILE*

## Imus Focuses on 'New Humor'

CLEVELAND — Don Imus is a former railroad brakeman and he once worked in an Arizona Uranium mine and he considers Newsweek "really funny." This may not be exactly the best type of training and/ or recommendation for a radio job, but Imus is part of a modern miracle in radio—the complete turnabout of a losing radio station — WGAR — into a winner. In the October/November ARB WGAR came up tied with CKLW for men and women 18-49 in the total survey area, 21,300. But WGAR leads in men and women 25-34 and 25-49. The reason, of course, is more than Imus; it's general manager Jack Thayer, sales manager Dick Janssen, program director John Lund,



WGAR, in its drive to become a viable station in Cleveland, sponsored a TV show. From left: Jay of Jay & the Americans, Joe Mayer, Don Imus. Show may soon become a regular thing. At any rate, it proved to be a great promotion for the radio station and its air personalities and format.

and air personalities Joe Mayer, Bob Vernon, Chuck Collier, Norm N. Nite, and Ron Parks.

But imus is now king in the morning 6-10 a.m. with 34,500 men and women 18-49. WJW has 32,100 in the same category, same time; WKYC's Jim Runyon has 22,000.

Imus, for all of his "radio" training, didn't happen just by accident. For his morning show on WGAR, "I have worked as much as six hours. Usually, I start in preparing the next day's show after I get off the air. I write most of it . . . that which I don't steal. In Palmdale and Stockton, Calif., when I was on radio stations there, I wing it. Now, I may wing it, but it's prepared."

WGAR is providing him with the opportunity to present an entirely new concept in major market morning radio, Imus said. "It's what we call new humor . . . new humor that, aside from goofy phone calls and Bobby Darin world premieres, hopefully will set a new trend in radio humor . . . or I'll be out of a gig." Imus recently tried to convince his Cleveland listeners that "Queen of the Hop," by Bobby Darin was a world exclusive on his show.)

### Different Places

Imus said that he gets his ideas from different places. "One of the funniest places is Time magazine. Newsweek is really funny. But I don't use comedy sources and I don't watch TV besides the Rams football games and I don't listen to any other radio station. I used to listen to Robert W. Morgan when he was on KJH and I found myself sounding like him. Now, whatever I am, I'm me."

As for what's wrong with most morning personalities over the nation, Imus said: "All over America, radio listeners wake up to morning deejays that greet them with patented cliches, plastic personalities and phoney, smiling voices saying: 'GOOOooood Morning World! Up and at 'em tiger! Let's eat our cereal and hit the freeway, where, by the way, folks, it's a mess!'"

Imus claimed that he never says good morning. "If not for my show's name change to 'The Morning'—you'd think the show was late night TV."

Imus got his start in radio at KUTY in Palmdale when he ran an on-the-air bid for Congress with the campaign slogan Imus on the gravy train, "but the voters chose Burry Goodwater IV." At KJOY in Stockton, where he was fired after a year for using "excessive bad taste" on the air, Imus ran Eldridge Cleaver look-a-like contest with a first prize of a year in jail or a $5,000 fine.

As for his reason for not saying good morning on the air, he said, "We try not to get controversial . . . I mean, who am I to decide if it's a good morning or not. We relate to listeners without reminding them they should wear a coat or that they're late for class. Even in Cleveland, we know that we're up."

He tries to relate by appealing to emotions by using humor

(Continued on page 26)

## Gaines Bows Consulting & Production Services

GALAX, Va. — All Media Services Inc. (AMS), to provide in-depth consultation and production services to radio stations, has been launched by D. Raleigh Gaines. A 15-year radio veteran under the air name of Bob Raleigh, Gaines has worked as air personality, program director, consultant, and group program director. He was recently group program director of the Smiles chain of stations.

With plans to establish an office sometime in March in Raleigh or Richmond, Gaines will provide the following services:

- Audience measurement to research not only the listeners but vital market statistics for station and agency use.
- Weekly comedy and adlib service (now in its third year and used by nearly 100 personalities).
- Creative commercial service; a production service providing tape ideas and ready-to-sell commercials, guaranteeing a given number of production pieces per month.
- Programming features; 165 sixty-second "The Black American" features available daily, as well as 100 thirty-second features dealing with origins of myths, ideas, customs in the country.
- Jingles.
- "Weekend countdown," a three-six hour deejay program intended to be an alternative to hiring a part-time weekend personality.
- Executive digest, a bimonthly digest of magazine and newspaper articles aimed specifically at the radio business.
- Handbooks and tapes to assist educating salesmen and production people.
- Promotion and sales tools.

In addition, Gaines said that he would offer programming consulting only to stations that

(Continued on page 26)

## WKBN-FM to EL Background

YOUNGSTOWN, Ohio — WKBN-FM, 50,000-watt stereo station here managed by J.D. Williamson II, switched to an easy listening background-type music service Jan. 4. The music is the Stereo Radio Productions Ltd. package which features music by such artists as Andre Kostelanetz, Percy Faith, and Mantovani with only eight minutes of commercials per hour in four clusters. The station is also expanding its news coverage in early morning and late evening hours.

# Vox Jox

By CLAUDE HALL
Radio-TV Editor

**Bill Sherard**, former program director of WIXY in Cleveland, is now doing an air show on the progressive rock station in town—WNCR-FM. Besides **Billy Bass** from WIXY, the station also has aired **Ron Thompson**, who'd been at WIXY only about a week. Ron will do a duo show with his wife Kay on WNCR-FM. . . . WWDC in Washington originated the Johnny Holliday morning show from Holliday's home Christmas day, featuring Johnny and his wife and kids opening gifts and celebrating Christmas with friends dropping by (the friends included radio-TV personalities from other stations in town as well as sports figures). Great idea! If I were programming a radio station, I'd already begin making plans to do something like this next Christmas.

★ ★ ★

WAYS in Charlotte offered $1,000 to the high school that collected the most bottle caps, cans, in an anti-litter promotion: collected over 3,000,000. . . . KVAL, country music station in Anchorage, Alaska, has been granted FCC permission to go from 5,000 watts to 50,000 watts clear channel. Staff includes **John Robert Garland** 5:30-10 a.m., **Jim Myers** 10 a.m.-1 p.m., **Richard Lobdell** 1-5 p.m., **Scott Kaye** 5-9 p.m., **Doo Byron** 8-12:30 a.m., and **Chuck Orr** 12:30-5:30 a.m. Would you believe the station is also at 650 on the dial?

★ ★ ★

And would you also believe a letter from **Morgan Tell**, program director of WGLD-FM in Chicago: "It happened on the Indiana toll road as I was driving to this Chicago gig from Hartford. Part of the fun of this strange radio business is to change names from town to town. I've bid several. My final Indiana four-letter decided to retire **Morgan St. Germain, Rip.** How does **Morgan Tell** hit'ya? Well, that's me. Now. It's great being back in Chicago. I spent the first 20 years of my life here. I left eight years ago to three months and I'm blessed. Blessed with a talented staff of announcers and a general manager who is a human being. Progressive rock radio is the most exciting idiom of broadcasting today. I'm proud to be involved in its growth. P.S. **Jon A Holiday's** letter to the editor (Dec. 12) was the last word on the Road to Radio. Right on."

★ ★ ★

**Yolanda Parapan**, a beautiful lady and music director of WIOD in Miami, has just celebrated her 10th year with Cox Broadcasting. My best and the best from the Billboard staff, Yolanda!

★ ★ ★

**Frankie Crocker**, former air personality with WMCA in New York, hosts a New Year's Eve show 10:30 p.m.-1 a.m. on WPIX-TV, New York. He'll be the deejay on "The Music Connection," a music package show. . . . Local buddy **Jack Gale** couldn't stay out of radio. He'll continue his Southern Hotline record news sheet, but also consult WPDQ in Jacksonville, Fla. The irony of the new job is that WPDQ's competition in town is WAPE, owned by Gale's old boss, **Ben Kaplan**, who also owns WAYS in Charlotte. Gale helped set up the WAPE format, etc. Now he'll be vice president in charge of programming and out to knock WAPE if not out, then at least down.

★ ★ ★

Winning this year's Christmas Card Contest is a joint entree by **Howard Solomon** and **Fred Neff**, one of the most beautiful Christmas cards I ever saw in all my cartoonophile days. Appreciate all of the personal comments inscribed on most of those cards. . . . **Scott St. James** reports in from WPOP in Hartford. . . . Got a note from **Cesar Augusto Quintero**, president of a new radio station just on the air in Caracas, Venezuela. Think the station's name is Radioimp C.A., though my translator may have goofed. Anyway, congratulations, Cesar. I hope radio in Venezuela is just as intriguing as it is here.

(Continued on page 26)

## WHOM DJ Baez Guilty of Payola

NEW YORK — WHOM air personality Freddy Baez has been found guilty of payola by a federal jury here in the Southern District of New York and could receive up to 11 years in prison and a $14,000 fine. He was also found guilty on two counts of perjury relating to his testimony before a Federal Communications Commission hearing investigating the case in 1966. Three other air personalities indicted were not convicted. WHOM is a Spanish language station here and U.S. attorney Whitney N. Seymour Jr. said the evidence showed Baez took money from a variety of record manufacturers between 1963 and 1966.

Chief witness was Joseph Maestre, who testified he paid Baez about $30 a week to play his records during the first six months of 1964 when Baez worked at WBNX and then later when Baez worked at WHOM.

Assistant U.S. attorney John Wing, who tried the case for the government, spoke of the reluctance of people in the record business to testify. One singer, Milton Irrizary, avoided subpoena service until midnight before the trial and had to be arrested. Irrizary supposedly paid Baez $25 to get a record played.

Baez will be sentenced Feb. 4 by federal judge Morris Lasker, who presided over the trial.

## Continental Radio Launches 'Tuna Show' Into Syndication

HOLLYWOOD — Continental Radio has just launched "The Charlie Tuna Show" into syndication, according to general manager Jeff C. Alan. Tuna is a top-rated air personality on KHJ in Los Angeles. The syndicated version of his show—a weekend version—starts in January on such stations as KNUZ in Houston, KLEO in Wichita, Kans.; KTKT in Tucson, WGEE in Indianapolis, WSGA in Savannah, and four other stations.

The show follows the same format as all Continental shows, allowing 6-8 local availabilities each hour, said Alan. It consists of two 3-hour shows each week, one for Saturday, one for Sunday. Shows are free except for handling charges. Shows contain the latest singles completemented with 25 percent album cuts and 25 percent oldies. Other shows available feature Jeff Alan, Chris Ericson, and Tom Roberts. Pepper/Tanner jingles are used.

# Imus Focuses on 'New Humor'

• Continued from page 25

. . . "reflect the entire spectre of emotion . . . relate to those things that our listeners are thinking about . . . things slightly more important than getting dressed . . . sex . . . politics, religion, law and order, crime, riots, the war, pollution, the lack of identity."

And he argues that sex isn't controversial, by quoting statistics (produced by a method that "people between the ages of 18 and 34 think about sex at least once every 20 minutes. WNCN-AR is demographically designed, with our music, to appeal to this age group. This means to me that between 6-6:20 a.m., our target audience is thinking about sex." So, one of the reasoning humor bits he uses is as chairman of the board and founder of the Columbus School of 101 Show Biz Careers. "Girls call, knowing it's a put-on, and come on as sexy as you can imagine or that they can imagine. And that's the essence of it. On the telephone she can live out a fantasy, anonymously . . . become an entertainer and provide vicarious enjoyment for all those little devils listening."

### More serious

His idea of new humor is humor that relates to the more serious aspects of life and, frankly, found it difficult to explain. But it consists of poking fun to some extent. There's one running gag called "Morning Moment of Meditation" with an Imus-type guest — that blond-haired, blue-eyed, El Dorado-driving, Peach Tree-shaking Brother Love. In a feverish southern Baptist accent, Brother Love is a gentleman who feels celibacy is for sissies and who asks: "When is the moral decay sweeping the neighborhoods of America gonna get to my house?" His most famous sermon cautioned the mothers of Cleveland that leaving Ken and Barbie in the children's room will find that upstairs bedroom fast becoming one big volley of the dolls.

His parody of law and order is via a character called Judge Hagin who once said that one out of every five Americans commits a crime. Sooner or later so the obvious solution is to arrest one out of every five Americans.

Imus uses the phone a lot, like calling McDonald's hamburgers and telling the guy's he is a sergeant from the Air National Guard and needs 1,200 hamburgers and getting the McDonald's man hopelessly confused on which ones are with mustard, etc., etc. Imus has also been known to call an ammo shop and try to order a silver bullet for L. Ranger or Hertz to rent a car for just a couple of hours on Tuesday for A.J. Foyt. These phone calls give listeners a chance to become participants in a different way.

WGAR is more than just a radio station playing records. "We've created an aura of total emotional involvement," he said, "because of listener participation." The station, consulted on music by Jack Alexander, programs records on this type of rotation pattern: A record from 1955-60, a record from 1960-65, a record from 1965-70, and a current hit, blending in certain new sounds.

New humor is telling listeners that Lake Erie died for their sins, Imus said.

And new humor does run into problems occasionally; Imus is now being sued by a TV weatherman for something he supposedly said about him on the air.

But WGAR's new ratings tell the real story.

# NAFMB President Scores Several Areas

NEW YORK—Although predicting that 1971 will be another growth year for FM radio in general, John Richer, president of the National Association of FM Broadcasters lashed out last week against "Madison Ave.'s lack of awarness of the medium's unique stereo ability to sell product. Detroit's failure to give the American public a well - engineered, reasonably priced FM/AM auto radio, and the lethargy of government in dealing with the increasing number of problems that affect all broadcasters.

We see the indecisiveness and conflicting viewpoints of governmental agencies and legislators as detrimental to the speedy development of a total aural service that could eradicate FM radio's inequality," he said. Richer is station manager of WFIL-FM, Philadelphia.

"We are also disappointed with the attitude of many of the broadcasters in our FM fraternity who are still off fighting windmills when many of the solutions are close at hand," he said. "Many, time-worn with frustration, have forgotten that facing Detroit, Madison Ave. and the federal government in concert as an industry is the prime factor in increasing that industry's chance for success."

But he felt the trend was reversing itself and that 1971 would be a year of even greater progress for the NAFMB. "We have keyed our strategy to continued membership growth," he said. He also pointed out that "programming and technical surveys, audience research and in-depth studies of FM's unique problems have been part of the accomplishments of FM during 1970 . . . that the association had committed itself to a greater role as a spokesman for the industry and was satisfied with its progress.

There's a World of Country Music! It's ALL in Billboard

# Gaines Bowing Consulting and Prod. Services

• Continued from page 25

wish to take the personality route. And we will only handle one station at a time per consultant."

In March, Gaines will sponsor a "creative commercial and production clinic." Gaines, for Smiles, recently held a programming clinic in Raleigh and "since then truth sessions have sprung up all over. I think the truth is that radio personnel had better become emotionally artistic . . . and less idealistic. This has not been the Year of the Gap. It's been more like the Year of Turning the Corner. Most programmers and radio people today could be replaced by a computer and automation. With tight money, increasing overhead and costs, radio is turning the corner to a realization that creativity—not market-to-market plagiarism—is the answer. But that creative spirit has to be evident in the sales department as well as the programming department. I hope that AMS will be a part of the rebirth of radio creativity."

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# Vox Jox

• Continued from page 25

We were talking, myself and this very important major market program director. "I just want you to make as much as the sales manager of your station," I said. In the gloom of the cocktail party, which he had to attend by edict of the station's manager, although he'd much rather be home with his wife and kids at 8:00 p.m. and the station manager and the sales manager are *both* home with their families he nodded his head. "I'd just like to make as much money as the sales or air personalities on the station," he said. We drank to that; the drinks were free, paid for by a record company. I thought at the time that it was a pity FCC commissioner **Nicholas Johnson** wasn't there to have a drink with us.

★ ★ ★

**Dave (Dave Shannon) Suskoff,** once music director of WCIT in Lima, Ohio, and then engineer at WLS in Chicago, is now doing the 7-midnight show on 10,000-watt WDXR in Paducah, Ky. for that station. WDXR's lineup includes **Jimmy Youngblood, Dick Dyzel, Frank Carvell** and program director **Ernie Michel** on weekends.

Hitbound radio in Lansing, Mich., that's what were "Born to Wander," **Rare Earth;** "Remember Me," **Blue Haze;** "Precious, Precious," **Jackie Moore;** "Gypsy," **Gypsy;** "Had a Real Good Time," **Smail** - Facets; "Someone's Been Watching," **Little Sister;** "They Can't Take Away Our Music," **Eric Burdon;** "I Really Don't Want to Know," **Elvis Presley;** "Superball" by the **Woolies;** "Black Night," **Deep Purple.** Seems like WVIC is slow on some things, fast on others.

★ ★ ★

**Dick Starr,** program director of KYA, San Francisco, sends in the Oct./Nov. ARB. From 6 a.m.-midnight Monday-Sunday, here's the countdown: KGO 10, KSFO 9, KABL 8.6, KCBS 8.4, KFRC 8, KYA 7.9, KFOG-FM 6.1, KNBR 3.1, KSAN-FM 3, KABL-FM 3. KIOI-FM 2.9, KOIT 2.8, KLOK 2.5, KNEW 2.5. In teens, KYA topped KFRC, and KFRC led a little in 18-24 year olds.

"The rock battle goes on: KYA's is pressing hard again," And he points out that KIOT-FM, his country music station, is beginning to show in the ratings now. What's interesting to note is that the average quarter hour estimates have KYA (11.4) beating KFRC (10.6) 7-midnight. That period is now being handled by **KYA's Chris Edwards,** but it's the recently departed **Tom Campbell** who did the job for KYA. Demographically Campbell was behind in 18-24, but ahead in teens. **Dave Stone,** KYA's 3-7 p.m. personality, also topped KFRC. What's interesting to note the market is the total strength of the FM stations. They reaped a total of 24.9 on the average quarter hour basis; they're steadily growing, growing, growing.

★ ★ ★

Now let's go to Los Angeles. **Ted Atkins,** program director of KHJ, stands in the Sept./Oct. ARB with the statement: "We're happy to note this book gives KHJ its first time out adult-quarter hour ratings and cumes) in the past two years." He's the countdown frienly, honest, happy and hard working leading personality position that can help put Burbank a radio-TV Job Mart, 165 W. 46th St., New York, N.Y. 10036. Jas

If your contemporary rock MOR station is programmed for intelligent, young adults, I offer the blend of articulate, unstable personality that will help you win with them. Creative and win new ones. For the last two years I've been developing into a first class broadcaster. Production is my specialty. Graduate broadcast studies all types of music and talk show formats, production, drive-time news in a major market, narration for TV documentaries. Will relocate for the right announcing position, but prefer station with thoughtful, rational management. Especially want personality all-night show. No tapes, please. Call Jerry Kaye (213) 769-7671 or write Apt. A, 800 Patterson Road, Dayton, Ohio 45419. Jas

| | | | |
|---|---|---|---|
| 1 | 1 | KHJ | 10.5 |
| 2 | 2 | KRLA | 9.7 |
| 3 | 3 | KFWB | 7.4 |
| 4 | 4 | KMPC | 6.6 |
| 5 | 5 | KIQQ | 5.8 |
| 6 | 6 | KGBS | 5.4 |
| 7 | 7 | KBBQ | 5.2 |
| 8 | 8 | KFOX | 4.9 |
| 9 | 9 | KPPC | 4.8 |
| 10 | 10 | KBIG | 4.7 |

Now let's go to Los Angeles. **Ted Atkins,** program director of KHJ, stands in the Sept./Oct. ARB with the statement: "We're happy to note this book gives KHJ its first time out adult-quarter hour ratings and cumes) in the past two years." He's the countdown frienly, honest, happy and hard working leading personality position that can help put Burbank a radio-TV Job Mart, 165 W. 46th St., New York, N.Y. 10036. Jas

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Newsman professional station seeking a professional station. Four-man department. Must be able to write, report, air news. Will be in growing company and offer above average salary. Rush your tape and resume to: General Manager, Radio WGSV, P.O. Box 2250, Decatur, Ala. 35628. Ja15

### POSITIONS OPEN

Combo Man—Copy and production. Must have 3rd good voice and ability. Send tape, resume, salary desired and availability to: Box 209, Billboard, Radio-TV Job Mart, 165 W. 46 St., New York, N.Y. 10036. Ja18

Music Director—Newsman professional station seeking a professional station. Four-man department. Must be able to write, report, air news. Will be in growing company and offer above average salary. Rush your tape and resume to: General Manager, Radio WGSV, P.O. Box 2250, Decatur, Ala. 35628. Ja15

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# Soul Sauce

By ED OCHS

**SOUL SLICES:** While winter lays low activity in the East and the new year gathers acceptance, soul starts building for a big year. Coillion has picked up **Tony Owens'** "Confessin' a Feeling" out of New Orleans on the Soulin' label, while Chess has acquired **Lee Eldred's** "Leave Me Your Love" from Olgreg Productions. Both disks are due to take off. . . . **Gamble & Huff** have switched their Neptune label to Epic for release, which not only brings the **O'Jays, Billy Paul & Friends** to Columbia, but perhaps signals this major's serious entry into the soul sweepstakes for '71. . . . **Booker T. Jones,** in his vocal debut, and wife **Priscilla Coolidge** will record an album for A&M due in the spring. Jones is a partner in Share Productions which will use A&M as an outlet for special projects and cross-contract jams. . . . Chess will play up **Chuck Berry, Bo Diddley, Muddy Waters** and **Howlin' Wolf** for '71. Probably with contemporary material. . . . **Curtis Mayfield** is taking a good look & listen to his "Makings of You" for his next single and to make him international. . . . Comedian **Richard Pryor** has signed with Laff Records. . . . The **Main Ingredient,** cookin' with "I'm So Proud," will feed more soul into RCA with the **Fawns,** a new femme trio, **Joe Hill** and **Cuba Gooding.** All via their Ingredient Productions. . . . **Booker T. & the M.G.'s** are breaking with the new year with eight new numbers on their "Melting Pot" LP. . . . Soul Sauce picks & plays: **Baby Washington,** "Is It Worth It" (Chess); **Vandals,** "I'm Gonna Wait for You" (T-Neck); **Lovelites,** "My Conscience" (Lovelites); **Bill Codny,** "Get Your Lie Straight" (Crajon); **Shack,** "Too Many Lovers" (Volt); **Youngbeats,** "Go La We" (Zea); **Silent Majority,** "Frightened Girl" (Hot Wax); **Dee Dee Warwick,** "Cold Night in Georgia" (Atco); **Darrow Fletcher,** "What Is This" (Uni); **Syl Johnson,** "We Do It Together" (Twinight); **Ruby Andrews,** "You Ole Boo Boou" (Zodiac); **Kool & the Gang,** "Who's Gonna Take the Weight" (De-Lite). . . . **Don Wallace** at WBLK, Terre Haute, says stand by for big action on **Pat Johnson's** "We Must Say Good-Bye," on Nap Town. He's also flipped **Jr. Walker** and **Brook Benton** and boom! . . . **Gerald Alston** takes over as lead singer of the **Manhattans** following the death, Dec. 16, of **George (Smithy) Smith.** . . . Thank you, **Rick Hall,** for reading Soul Sauce!

# Mayfair Growth Due to Treating 8-Track & Cassette Separately

• *Continued from page 15*

direct and two-step to rack jobbers, such as Schwartz Bros., and large chains, such as Zayre. And like other producers, it has found it necessary to concentrate on quality control as still another marketing ingredient.

## Cassette Problems

• *Continued from page 12*

for circuitry which compensates for the technological inferiority of the prerecorded material.

"The right approach," he suggested, "would be to use high quality, low-noise formulations, and improve the duplicating process to conform with the standards of performance of which the medium is capable."

Mayfair is working with one industrial design firm in the U.S. and has an engineering department headquartered in the Orient. Six factories produce Mayfair's equipment.

Another important marketing ingredient, Hakimian feels, is color packaging, or utilizing full color shots of the players. "This looks costly," he said, "but spread over a production run of 100,000 units it is fractional."

To give them fuller marketing potential, Hakimian, Braver and Gary Lee Braver, executive vice prcsident, are looking into 8-track recorders, 8-track changers, reversible cassette and quadrasonic equipment.

A design being worked into the line is the addition of radio and tape combination units.

MARIAN LOVE, new to A&R Records, listens to a playback of a number recorded for her first album for the label, distributed by Mercury Records. The songstress appears at Hogie's in Beverly Hills for two weeks beginning Thursday (14) with her LP elose behind.

BEST SELLING

# Billboard Soul Singles

Billboard SPECIAL SURVEY For Week Ending 1/8/71

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

| This Week | Last Week | Title Artist, Label, No. & Pub. | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **GROOVE ME** . . . . . 14<br>King Floyd, Chimneyville 435 (Wallace-Rottiqnac, BMI) | |
| 2 | 2 | **IF I WERE YOUR WOMAN** . . . . . 7<br>Gladys Knight & the Pips, Soul 35078 (Jobete, BMI) | |
| ★ 7 | | **(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO** . . . . . 7<br>Curtis Mayfield, Curtom 1955 (Curtom, BMI) | |
| ★ 10 | | **(Do the) PUSH AND PULL (Part I)** . . . . . 5<br>Rufus Thomas, Stax 0079 (East/Memphis, BMI) | |
| ★ 12 | | **STOP THE WAR NOW** . . . . . 3<br>Edwin Starr, Gordy 7104 (Jobete, BMI) | |
| ★ 13 | | **YOUR TIME TO CRY** . . . . . 5<br>Joe Simon, Spring 108 (Gaucho, BMI) | |
| ★ 21 | | **ONE LESS BELL TO ANSWER** . . . . . 7<br>Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP) | |
| 8 | 8 | **ARE YOU MY WOMAN** . . . . . 8<br>Chi-Lites, Brunswick 55442 (Julio-Brisn, BMI) | |
| ★ 15 | | **SOMEBODY'S WATCHING YOU** . . . . . 5<br>Little Sister, Stone Flower 9001 (Daly City, BMI) | |
| 10 | 9 | **ALL I HAVE** . . . . . 5<br>Moments, Stang 5017 (Gambi, BMI) | |
| 11 | 3 | **STONED LOVE** . . . . . 9<br>Supremes, Motown 1172 (Jobete, BMI) | |
| 12 | 4 | **PAY TO THE PIPER** . . . . . 6<br>Chairmen of the Board, Invictus 9081 (Gold Forever, BMI) | |
| 13 | 14 | **THIS LOVE IS REAL** . . . . . 5<br>Jackie Wilson, Brunswick 55443 (Julio-Brisn/Jobete, BMI) | |
| ★ 17 | | **RIVER DEEP MOUNTAIN HIGH** . . . . . 5<br>Supremes & Four Tops, Motown 1173 (Mother Bertha/Jobete, BMI) | |
| 15 | 5 | **BORDER SONG (Holy Moses)/ YOU & ME** . . . . . 7<br>Aretha Franklin, Atlantic 2772 (Gamec, BMI/Pundit, BMI) | |
| 16 | 18 | **THERE IT GOES AGAIN** . . . . . 5<br>Barbara & the Unigues, Arden 3001 (Jayinna, BMI) | |
| ★ 17 | 6 | **THE TEARS OF A CLOWN** . . . . . 12<br>Smokey Robinson & The Miracles, Tamla 54199 (Jobete, BMI) | |
| 18 | 11 | **I CAN'T GET NEXT TO YOU** . . . . . 10<br>Al Green, Hi 2182 (Jobete, BMI) | |
| 19 | 19 | **PRECIOUS PRECIOUS** . . . . . 6<br>Jackie Moore, Atlantic 2681 (Pronto, BMI) | |
| ★ 25 | | **SHOES** . . . . . 3<br>Brock Benton with the Dixie Flyers, Cotillion 44093 (Cotillion/Muscle Shoals, BMI) | |
| ★ — | | **GET UP, GET INTO IT, GET INVOLVED** . . . . . 1<br>James Brown, King 6347 (Cried, BMI) | |
| ★ 27 | 1 | **I GOT TO TELL SOMEBODY** . . . . . 5<br>Betty Everett, Fantasy 652 (Roker, BMI) | |
| 23 | 23 | **KEEP ON LOVING ME** . . . . . 8<br>Bobby Bland, Duke 464 (Groovesville, BMI) | |
| ★ 35 | | **I'M SO PROUD** . . . . . 4<br>Main Ingredient, BCA 74-0401 (Curtom, BMI) | |
| ★ 46 | | **HE CALLED ME BABY** . . . . . 2<br>Candi Staton, Fame 1476 (Central Songs, BMI) | |

| This Week | Last Week | Title Artist, Label, No. & Pub. | Weeks on Chart |
|---|---|---|---|
| 26 | 16 | **HEAVEN HELP US ALL** . . . . . 12<br>Stevie Wonder, Tamla 54200 (Stein & Van Stock, ASCAP) | |
| 27 | 24 | **(It's) ALL IN YOUR MIND** . . . . . 8<br>Fontella Bass, Atlantic 2774 (Fame, BMI) | |
| ★ 34 | | **I'M STILL HERE** . . . . . 6<br>Notations, Twinight 141 (Midday, BMI) | |
| ★ 40 | | **FREEDOM** . . . . . 3<br>Isley Brothers, T-Neck 927 (Triple Three, BMI) | |
| 30 | 49 | **I LOVE YOU FOR ALL REASONS** . . . . . 2<br>Fuzz, Calla 174 (Tamf & Famstitt, BMI) | |
| ★ 36 | | **MUST BE LOVE COMING DOWN** . . . . . 2<br>Major Lance, Curtom 1956 (Curtom, Pari 1) | |
| ★ 37 | | **THERE'S A LOVE FOR EVERYONE** . . . . . 3<br>Whispers, Janus 140 (Roker/Talk 'N Tell/ Equant, BMI) | |
| ★ — | | **REMEMBER ME** . . . . . 1<br>Diana Ross, Motown 1176 (Jobete, BMI) | |
| 34 | 29 | **I CAN'T GET OVER LOSING YOU** . . . . . 10<br>Donny Elbert, Paula 1401 (Lawton/Coury, BMI) | |
| ★ — | | **HOLLY HOLY** . . . . . 1<br>Jr. Walker & the All Stars, Soul 35081 (Proshet, BMI) | |
| 36 | 32 | **HELP ME FIND A WAY (To Say I Love You)** . . . . . 8<br>Little Anthony & the Imperials, United Artists 50720 (Assorted, BMI) | |
| 37 | 38 | **DO IT FOR ME** . . . . . 3<br>General Crook, Down to Earth 74 (Merci, BMI) | |
| 38 | 31 | **LOVE IS PLENTIFUL** . . . . . 4<br>Staple Singers, Stax 0083 (East/Memphis, BMI) | |
| — | — | **GLORY OF LOVE** . . . . . 1<br>Bells, Cadet 5679 (Shapiro-Bernstein, ASCAP) | |
| 40 | 43 | **LOVE VIBRATIONS** . . . . . 4<br>David T. Walker, ZEA 500005 (Three & Three/Taka Advantage, BMI) | |
| ★ — | | **FUNKY** . . . . . 1<br>Chamber Bros.; Columbia 4-45277 (Chambrella, BMI) | |
| 50 | | **YOU'RE A BIG GIRL NOW** . . . . . 2<br>Stylistics, Avco Embassy 4555 (Avemb/Shamrock, BMI) | |
| ★ 48 | | **GOD BLESS WHOEVER SENT YOU** . . . . . 2<br>Dramatics, Soul 35079 (Jobete, BMI) | |
| 44 | 44 | **BAD WATER** . . . . . 4<br>Rachitts, TRC 1014 (Umart, BMI) | |
| 45 | 45 | **SWEET WOMAN LOVE** . . . . . 4<br>Gaylet David, House of Orenge 2401 (Hates of Gold, ASCAP) | |
| 46 | 47 | **LET ME BE YOUR MAN** . . . . . 6<br>Tyrone Ashley, Phil-L.A. of Soul 342 (Woolfolk, BMI) | |
| — | — | **WEDLOCK IS A PADLOCK** . . . . . 1<br>Laura Lee, Hot Wax 7007 (Gold Forever, BMI) | |
| ★ — | | **JODY FOR YOUR GIRL & GONE** . . . . . 1<br>Johnnie Taylor, Stax 0082 (Groovesville, BMI) | |
| ★ — | | **YOU JUST CAN'T WIN** . . . . . 1<br>Gene & Jerry, Mercury 73163 (Cachard/Tedesh, BMI) | |
| ★ — | | **CHILD NO ONE WANTED** . . . . . 1<br>Brenda & the Tabulations, Top & Bottom 406 (Dee Eye Soul/McCoy, BMI) | |

# A Big Problem Facing CTV

• *Continued from page 14*

disk departments of large chain stores are structured on a direct sales basis, with exchanges available for defective merchandise.

Record companies which have their own distribution networks face the sobering question of whether these field companies can relate to a new audio/visual product. If disk distributors are not amenable to taking back $3 albums, speculation is they won't take too kindly to the idea of taking back a $25 video tape.

BUDDY MILES, second from left, Mercury's big drummer and band leader, visits deejays from KATZ in St. Louis where he was headlining a concert at Kiel Auditorium. Left to right are, Jim Gates of KATZ; Buddy Miles; Charlie Tuna, KATZ (rear); Eugene Norman, KATZ; and Logan Westbrooks, Mereury's national r&b promotion director.

Billboard SPECIAL SURVEY For Week Ending 1/9/71

BEST SELLING

# Billboard Soul LP's

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

| This Week | Last Week | Title, Artist, Label & No. | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **TO BE CONTINUED** Isaac Hayes, Enterprise ENS 1014 | 5 |
| 2 | 2 | **SLY & THE FAMILY STONE'S GREATEST HITS** Epic KE 30325 | 8 |
| 3 | 4 | **CURTIS** Curtis Mayfield, Curtom CRS 8005 | 14 |
| 4 | 3 | **THIRD ALBUM** Jackson 5, Motown MS 718 | 15 |
| 5 | 6 | **ABRAXAS** Santana, Columbia KC 30130 | 13 |
| 6 | 7 | **CHAPTER TWO** Roberta Flack, Atlantic SD 1569 | 19 |
| 7 | 5 | **EVERYTHING IS EVERYTHING** Diana Ross, Motown MS 724 | 7 |
| 8 | 8 | **VERY DIONNE** Dionne Warwick, Scepter SPS 587 | 5 |
| 9 | 9 | **INDIANOLA MISSISSIPPI SEEDS** B.S. King, ABC ABCS 713 | 12 |
| ★ | 13 | **BURNING** Esther Phillips, Atlantic SD 1565 | 9 |
| 11 | 11 | **STILL WATERS RUN DEEP** Four Tops, Motown MS 704 | 41 |
| ★ | 15 | **INTO A REAL THING** David Porter, Enterprise ENS 1012 | 8 |
| 13 | 10 | **SEX MACHINE** James Brown, King KS 7-11115 | 15 |
| ★ | 43 | **PORTRAIT** Fifth Dimension, Bell 6045 | 15 |
| 15 | 14 | **TEMPTATIONS' GREATEST HITS, VOL. 2** Gordy CS 954 | 15 |
| 16 | 12 | **SPIRIT IN THE DARK** Aretha Franklin, Atlantic SD 5265 | 17 |
| 17 | 17 | **NOW I'M A WOMAN** Nancy Wilson, Capitol ST 541 | 4 |
| 18 | 20 | **BOOKER T & THE MG's GREATEST HITS** Stax STS 2033 | 8 |
| 19 | 21 | **LAST POETS** Douglas 3 | 29 |
| 20 | 16 | **IN SESSION** Chairmen of the Board, Invictus SKAO 7304 | 8 |
| ★ | — | **STAND BY YOUR MAN** Candi Staton, Fame ST 4302 | 1 |
| 22 | 23 | **THE MAGNIFICENT 7** Supremes/Four Tops, Motown MS 717 | 11 |
| 23 | 24 | **LIVE ALBUM** Grand Funk Railroad, Capitol SWBB 633 | 5 |
| 24 | 19 | **NEW WAYS BUT LOVE STAYS** Supremes, Motown MS 720 | 11 |
| 25 | 25 | **(If You Let Me Make Love to You Then) WHY CAN'T I TOUCH YOU?** Ronnie Dyson, Columbia C 30222 | 18 |
| 26 | 27 | **OLD SOCKS, NEW SHOES** . . . **NEW SOCKS, OLD SHOES** Jazz Crusaders, Chisa CS 804 | 10 |
| 27 | 28 | **JOHNNIE TAYLOR'S GREATEST HITS** Stax STS 2032 | 6 |
| 28 | 18 | **WE GOT TO LIVE TOGETHER** Buddy Miles, Mercury SR 61313 | 7 |
| 29 | 29 | **BLACK DROPS** Charles Earland, Prestige PR 7815 | 4 |
| 30 | 22 | **POCKETFUL OF MIRACLES** Smokey Robinson & the Miracles, Tamla TS 306 | 11 |
| 31 | 31 | **SOMEBODY'S BEEN SLEEPING** 100 Proof Aged In Soul, Hot Wax HA 704 | 5 |
| 32 | 32 | **WORKIN' TOGETHER** Ike & Tina Turner, Liberty LST 7650 | 7 |
| 33 | 33 | **WILSON PICKETT IN PHILADELPHIA** Atlantic SD 8270 | 17 |
| 34 | 35 | **LOVE COUNTRY STYLE** Ray Charles, ABC ABCS 707 | 3 |
| 35 | 36 | **I (Who Have Nothing)** Tom Jones, Parrot PAS 71039 | 6 |
| 36 | 30 | **THE ISAAC HAYES MOVEMENT** Enterprise ENS 1010 | 39 |
| 37 | 38 | **5-10-15-20 (25-30 Years of Love)** Presidents, Sussex SXBS 7005 | 2 |
| 38 | 41 | **SIGNED, SEALED, DELIVERED** Stevie Wonder, Tamla TS 304 | 19 |
| 39 | 39 | **COSMO'S FACTORY** Creedence Clearwater Revival, Fantasy 8402 | 21 |
| 40 | 34 | **LED ZEPPELIN III** Atlantic SD 7201 | 10 |
| ★ | — | **THE BLACK MAN'S BURDON** Eric Burdon & War, MGM SE 4710-2 | 1 |
| ★ | — | **FLIP WILSON SHOW** Little David LD 2000 | 1 |
| ★ | — | **THEM CHANGES** Ramsey Lewis, Cadet LP 844 | 10 |
| 44 | 42 | **SUPER HITS** Marvin Gaye, Tamla TS 300 | 11 |
| 45 | 45 | **SHIRLEY BASSEY IS REALLY "SOMETHING"** United Artists UAS 6765 | 6 |
| 46 | 49 | **BLACK TALK** Charles Earland, Prestige PR 7758 | 32 |
| 47 | 40 | **ECOLOGY** Kenn Earth, Kenn Earth RS 514 | 26 |
| 48 | 44 | **BAND OF GYPSIES** Jimi Hendrix, Buddy Miles & Billy Cox, Capitol SKAO 472 | 34 |
| 49 | 37 | **FREE YOUR MIND** Funkadelic, Westbound WB 2000 | 10 |
| ★ | — | **TEARS OF A CLOWN** Smokey Robinson & the Miracles, Tamla TS 246 | 1 |

# Standardization and Compatibility

• *Continued from page 14*

Tiedjens believes the uppermost headache is protection of rights. "There are many problems in this area which are unique to home video."

Then there is the question of payments for other usages to the various unions and guilds. "All this will affect the ultimate price at which home video entertainment (cartridge or cassettes) will be sold or rented to the consumer," he said.

In short, Tiedjens believes the winner in the cartridge TV sweepstakes will be the system that provides the best picture, consistent with the lowest hardware cost, and the successful development of a low-cost home color camera.

In turn, the success of the cartridge TV player hinges on the appeal of the software offered in conjunction with hardware manufacturers, according to the executive. "An essential key to prerecorded software is the development of high-speed, low-cost video duplicating methods."

Home video recorders haven't been a marketing success on a mass scale in the past for several reasons, he said. "The price has been out of reach and it has been inconvenient to thread or load the machines. And, of course, there has been no standards."

Tiedjens said he isn't trying to frighten the industry, but wants to make the business aware of several potential problem areas. "If the industry doesn't standardize and come to grips with copyright protection," he said, "the product may never get off the ground."

CARLA THOMAS, Stax soul queen, teams up with TV's Art Linkletter in a recent benefit for S.T.A.R.T., a local organization in Houston seeking to build a rehabilitation center for teenage drug abusers. Her appearance was backed by Houston's TSU Tornados. Miss Thomas, now a resident of Los Angeles, recently completed a week at Harrah's in Reno with Bill Cosby.




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Billboard
# Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 1/9/71

★ STAR Performer—LP's registering proportionate upward progress this week.

| This Week | Last Week | TITLE, Artist, Label & Number | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **FOR THE GOOD TIMES** Ray Price, Columbia C 30160 | 19 |
| 2 | 3 | **THE JOHNNY CASH SHOW** Columbia KC 30100 | 9 |
| 3 | 2 | **THE FIRST LADY** Tammy Wynette, Epic E 30213 | 12 |
| 4 | 5 | **15 YEARS AGO** Conway Twitty, Decca DL 75248 | 6 |
| ★ 8 | 8 | **FIGHTIN' SIDE OF ME** Merle Haggard, Capitol ST 451 | 24 |
| 6 | 7 | **SNOWBIRD** Anne Murray, Capitol ST 579 | 15 |
| 7 | 6 | **#1** Sonny James, Capitol ST 629 | 7 |
| 8 | 4 | **A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD (Or My Salute to Bob Wills)** Merle Haggard, Capitol ST 638 | 5 |
| 9 | 10 | **GOODTIME ALBUM** Glen Campbell, Capitol SW 493 | 15 |
| ★ 15 | 15 | **I WALK THE LINE** Soundtrack/Johnny Cash, Columbia S 30399 | 4 |
| 11 | 11 | **CHARLEY PRIDE'S 10th ALBUM** RCA Victor LSP 4367 | 25 |
| ★ 16 | 16 | **DOWN HOMERS** Danny Davis & the Nashville Brass, RCA Victor LSP 4424 | 10 |
| 13 | 13 | **BEST OF GEORGE JONES** Musicor MS 3191 | 12 |
| ★ 17 | 17 | **ROSE GARDEN** Lynn Anderson, Columbia C 30411 | 3 |
| 15 | 9 | **HELLO DARLIN'** Conway Twitty, Decca DL 75209 | 29 |
| 16 | 18 | **BEST OF DOLLY PARTON** RCA Victor LSP 4449 | 6 |
| 17 | 12 | **I WOULDN'T LIVE IN NEW YORK CITY** Buck Owens & His Buckaroos, Capitol ST 628 | 7 |
| 21 | 21 | **THAT'S THE WAY IT IS** Elvis Presley, RCA Victor LSP 4445 | 3 |
| 19 | 14 | **I NEVER PICKED COTTON** Key Code, Cal. DLP 25980 | 22 |
| 20 | 22 | **THE BEST OF CHARLEY PRIDE** RCA Victor LSP 4223 | 63 |
| 21 | 23 | **THE BEST OF JERRY LEE LEWIS** Smash SRS 67121 | 37 |
| 22 | 20 | **LIFE AT THE INTERNATIONAL, LAS VEGAS** Jerry Lee Lewis, Mercury SR 61278 | 19 |
| 23 | 19 | **OKIE FROM MUSKOGEE** Merle Haggard, Capitol ST 384 | 51 |
| ★ 32 | 32 | **ALL FOR THE LOVE OF SUNSHINE** Hank Williams Jr. & the Mike Curb Congregation, MGM SE-4550 | 2 |
| ★ 28 | 28 | **TAMMY WYNETTE'S GREATEST HITS** Epic BN 26486 | 71 |
| 26 | 26 | **SINGER OF SAD SONGS** Waylon Jennings, RCA Victor LSP 4418 | 7 |
| 27 | 27 | **THIS IS EDDY ARNOLD** RCA Victor VSP-6032 | 10 |
| 28 | 24 | **THE WORLD OF JOHNNY CASH** Columbia GP 29 | 32 |
| 29 | 31 | **SKIDROW JOE—DOWN IN THE ALLEY** Porter Wagoner, RCA Victor LSP 4386 | 3 |
| 30 | 25 | **ME & JERRY** Chet Atkins & Jerry Reed, RCA Victor LSP 4396 | 14 |
| ★ 40 | 40 | **THIS IS CHET ATKINS** RCA Victor VPS-6020 | 5 |
| 32 | 34 | **ON STAGE—FEBRUARY 1970** Elvis Presley, RCA Victor LSP 4367 | 28 |
| 33 | 33 | **ALL MY HARD TIMES** Roy Drusky, Mercury SR 61306 | 7 |
| 34 | 36 | **MY WOMAN, MY WOMAN, MY WIFE** Marty Robbins, Columbia CS 9978 | 33 |
| 35 | 35 | **JUST PLAIN CHARLEY** Charley Pride, RCA Victor LSP 4290 | 47 |
| ★ 41 | 41 | **LOOK AT ME** Jody Miller, Epic E 30282 | 3 |
| 37 | 30 | **ONCE MORE** Porter Wagoner & Dolly Parton, RCA Victor LSP 4388 | 19 |
| 38 | 29 | **LORETTA LYNN WRITES 'EM AND SINGS 'EM** Decca DL 75199 | 27 |
| 39 | 39 | **GEORGIA SUNSHINE** Jerry Reed, RCA Victor LSP 4381 | 16 |
| 40 | 38 | **LIFE TO LEGEND** Hank Williams, MGM SE 4680 | 5 |
| 41 | 37 | **GREAT WHITE HORSE** Buck Owens & Susan Raye, Capitol ST 558 | 13 |
| 42 | 44 | **COUNTRY GIRL, COUNTRY BOY** Jimmy Dean and Dottie West, RCA Victor LSP 4434 | 2 |
| 43 | 43 | **THIS IS FLOYD CRAMER** RCA Victor VPS-6031 | 3 |
| ★ — | — | **CLASS OF '70** Floyd Cramer, RCA Victor LSP 4437 | 1 |
| 45 | 45 | **IT'S TIME FOR** Norma Jain, RCA Victor LSP-4449 | 2 |

# Country Music

## Nashville Scene

Musicor Records has disclaimed the rumors concerning **George Jones**. The stories have had it that George is about to depart from Musicor and go to another label. The fact is that Jones is under a long-term recording contract to Musicor which is good for about another three years, and he isn't going anywhere. "Many of the major recording companies have been so advised," a spokesman said. . . The "Johnny Cash Show" on ABC will air a special two-part series entitled "The Country Music Story" starting January 7. Part one of the series will be broadcast Jan. 20, with the other coming a week later. The film will feature, among other artists, the late **Hank Williams, Jim Reeves, Patsy Cline** and **Johnny Horton**. . . . **Del Reeves'** January LP release is titled "Standing Ovation," which reflects the sort of reception the UA artist has been receiving. . . . **Bob Hudson** of WVOJ, Jacksonville, Fla., said the latest Pulse shows that station No. 1 in the market. Following a two year climb, it is now dominating with country music.

Three new acts are due for recording sessions at the Sumet Studio in Dallas. They are **Larry Wright** of Des Moines, **Lois Barry** of Oklahoma City and **Tom Hawkins** of Dallas. They are signed to Dandie Records, with **Charles Wright** producing. . . . In memory of Vernon Dalhart, country music fans are starting a memorial fund to raise money for the installation of his name in the Country Music Hall of Fame Walkway. The fund asks that contributions be sent to the Vernon Dalhart Memorial Fund, c/o WYL Enterprises, Lisbon Falls, Me., 04252. . . . **Faron Young** and **Sonny James** go back to the San Angelo, Texas, Stock Show and Rodeo in March. . . . Two **Shelby Singleton** staff members are extending their talents into the production area of the corporation. **Royce Clark** is directing the completion of an album for Plantation's **Eddie Burns**, while **Fred Burch** is producing sessions for **Don Hill** and the Sweet Revival on SS International. Dave **Olson**, professional manager of SS Music, announced the signing of **Mrs. Barbara Alpert**, a Nashville housewife, to an exclusive writer's contract. . . . Sugarhill's **Jerry Brock** will make his initial appearance at the WWVA Jamboree in Wheeling this week. . . . **Chip Williams** has taken over the helm of the new ASCAP company, Music by Earl-E, and has added the entire catalog with the firm. . . . **Dave Hall's** next RCA single will be out Jan. 19. Dave worked Panther Hall on New Year's Eve. . . . **Dick Shoney**, of Dallas, Pa., has joined the **Earl Owens** management firm as an entertainer.

# Downs Takes Over Tiffany Label

NASHVILLE—Tommy Downs, one-time Louisville artist and disk jockey who formerly recorded for Tiffany Records, has taken over the record company as a gift from its founder, Henry E. Doney.

Downs is vice president and general manager of Spar Studios here, will reactivate the label and its publishing companies, and set up distribution channels immediately, he said.

Tiffany, founded in 1951, had numerous artists, particularly those from the Don MacNeil Breakfast Club in Chicago, Doney continued to operate the company for a number of years. As a performer, Downs had a number of releases, and continued his air work until moving into the studio business in 1967.

This year, while visiting Doney, Downs said the company was turned over to him to set up a Tennessee corporation. With it came Lake Forrest (ASCAP) Publishing and Doney (BMI). Downs currently is in the process of signing writers and artists.

In conjunction, Downs has formed TAD Records, a custom label which will be utilized almost exclusively for the newcomer. "I will be taking unknowns and trying to build them," he said.

He also is working with Bob Gilbert of Gilbert-Tanberry Productions, a Florida firm seeking to work with young talent.

## McGee, an Original 'Opry' Member Is Back in Disks

NASHVILLE—Sam McGee, an "original" member of the "Grand Ole Opry," is now recording again, this time under the direction of manager-promoter Earl Owens, with an album and single set to be released this month.

All the songs in the album, with the exception of one, were written by McGee who, with his brother Kirk, have been "Opry" members for 45 years.

## From The Music Capitals of the World

**DOMESTIC**

• *Continued from page 20*

ment at the Westside Room of the Century Plaza, Los Angeles, Tuesday (5) with her new musical director, **Fred Werner**. She tapes a "Steve Allen Show" Thursday (7).

**Woody Woodbury** begins an 18-city promotional tour for Fort Lauderdale, Fla., this month.

**FRED KIRBY**

**LAS VEGAS**

**Frank Sinatra Jr.**, the **DeCastro Sisters** and the **Las Vegas Ambassadors** headlined a "People" program to raise money for needy families. The program, sponsored by the Department of Intergroup Education, was designed to foster better relations among different racial groups. . . . **Jack Entratter** has formed a film and TV production company, Jack Entratter Productions.

**Beverlee and Sidro** with the **Sneakers** returning to the Frontier Thursday (14) were the headline attraction in the Hurrah's Tahoe Lounge for three weeks.

International's **Redd Foxx** received the NAACP's Image Award for "Best Supporting Actor of 1970" for his film role in "Cotton Comes to Harlem."

**Ray Anthony** finished recording a new LP for Ranwood Records entitled "Directions '71" released the last of December. He also recorded a new single "My Sweet Lord," . . . Jazzman **Pete Fountain** is returning to the Tropicana following a year's absence. He opens a two-week engagement Saturday (9). . . . **Peter Duchin** and his band have been signed for the Tropicana's Blue Room.

**Jerry Lee Lewis**, country-blues singer who appears at the International, announced he will quit performing in nightclubs due to his conversion to the Church of God religious faith. He plans to continue future shows in arenas and fairs. Decision was made, he said, because of dancing and serving of liquor in nightclubs.

**Abbe Alder** will have arranger **George del Barrio** as her conductor-accompanist when she brings her revue-type act back to the

(Continued on page 39)

# Scruggs & 'Friends' Program for NET

NASHVILLE — A program, "Earl Scruggs: His Family and Friends," will be aired next Sunday (10) by the Public Broadcasting Service for National Educational Television.

The "friends" in this instance are Joan Baez, Bob Dylan, The Byrds, Bill Monroe and others. The program is a tribute to Scruggs, generally acknowledged to be one of the world's greatest banjo players.

With one exception, the performances in the program are informal, taking place in living rooms or backyards. The exception is a segment filmed at the "Grand Ole Opry" here with Scruggs and Monroe. Featured in the program are Scruggs' two oldest sons, Gary, 21, and Randy, 16.

In other segments, Mrs. Louise Scruggs talks about her family; Scruggs and sons attend a Washington Moratorium and talk about the war; and psychiatrist Dr. Nat Winston discusses Earl's ability to express himself with the banjo.

# Billboard Hot Country Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

| This Week | Last Week | Title, Artist, Label, No. & Pub. | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **ROSE GARDEN** Lynn Anderson, Columbia 4-45252 (Lowery, BMI) | 10 |
| 2 | 3 | **A GOOD YEAR FOR THE ROSES** George Jones, Musicor 1425 (Chestnut, BMI) | 8 |
| ★ | 9 | **JOSHUA** Dolly Parton, RCA Victor 47-9928 (Owepar, BMI) | 5 |
| ★ | 6 | **FLESH & BLOOD** Johnny Cash, Columbia 4-45269 (House of Cash, BMI) | 4 |
| 5 | 5 | **THE WONDERS YOU PERFORM** Tammy Wynette, Epic 5-10687 (Chestnut, BMI) | 7 |
| 6 | 4 | **MORNING** Jim Ed Brown, RCA Victor 47-9099 (Show Biz, BMI) | 12 |
| 7 | 7 | **COAL MINER'S DAUGHTER** Loretta Lynn, Decca 32749 (Sure-Fire, BMI) | 11 |
| ★ | 25 | **RAININ' IN MY HEART** Hank Williams Jr., MGM 14194 (Excellicon, BMI) | 4 |
| ★ | 13 | **PADRE** Marty Robbins, Columbia 4-45273 (Acuff-Rose, ASCAP) | 4 |
| 10 | 8 | **15 YEARS AGO** Conway Twitty, Decca 32742 (Peach, SESAC) | 14 |
| 11 | 11 | **WAITING FOR A TRAIN** Jerry Lee Lewis, Sun 1119 (Peer International, BMI) | 8 |
| ★ | 22 | **GUESS WHO** Slim Whitman, United Artists 50751 (Michelle, BMI) | 5 |
| 13 | 14 | **BED OF ROSES** Statler Brothers, Mercury 73141 (House of Cash, BMI) | 8 |
| ★ | 38 | **HELP ME MAKE IT THROUGH THE NIGHT** Sammi Smith, Mega 615-0015 (Combine, BMI) | 4 |
| 15 | 12 | **ANOTHER LONELY NIGHT** Jean Shepard, Capitol 2941 (Jane-Fine, BMI) | 10 |
| ★ | 26 | **FANCY SATIN PILLOWS** Wanda Jackson, Capitol 2986 (Dixie Jane, BMI) | 5 |
| 17 | 15 | **I CAN'T BE MYSELF/ SIDEWALKS OF CHICAGO** Merle Haggard, Capitol 2891 (Blue Book, BMI/Tree, BMI) | 14 |
| ★ | 34 | **THE SHERIFF OF BOONE COUNTY** Kenny Price, RCA Victor 47-9932 (Vector, BMI) | 4 |
| 19 | 7 | **ENDLESLY** Sonny James, Capitol 2914 (Vogue, BMI) | 13 |
| 20 | 10 | **WILLY JONES** Susan Raye, Capitol 2930 (Blue Book, BMI) | 9 |
| 21 | 18 | **SHE GOES WALKING THROUGH MY MIND** Billy Walker, MGM 14173 (Stallion, BMI) | 12 |
| 22 | 20 | **SOMETHING UNSEEN/ WHAT'S THE USE** Jack Greene, Decca 32755 (Tree, BMI/ Hall-Clement, BMI) | 9 |
| 23 | 24 | **(Don't Let the Sun Shine On You) TULSA** Waylon Jennings, RCA Victor 47-9925 (Bertram, BMI) | 6 |
| 24 | 21 | **COMMERCIAL AFFECTION** Hal Thills & The Stateliers, MGM 14176 (Cedarwood/Sawgrass, BMI) | 10 |
| ★ | 32 | **PROMISED LAND** Freddie Weller, Columbia 4-45276 (Arc, BMI) | 5 |
| 26 | 19 | **I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town)** Buck Owens and the Buckaroos, Capitol 2947 (Blue Book, BMI) | 10 |
| 27 | 16 | **WHERE HAVE ALL THE HEROES GONE** Bill Anderson, Decca 32744 (Stallion, BMI) | 12 |
| 28 | 17 | **MARY'S VINEYARD** Claude King, Columbia 4-45248 (Rose Bridge, BMI) | 10 |
| 29 | 23 | **DAY DRINKIN'** Dave Dudley & Tom T. Hall, Mercury 73139 (Hawkeye, BMI) | 9 |
| ★ | 36 | **SHE WAKES ME EVERY MORNING WITH A KISS** Hal Stucker, RCA Victor 47-9929 (Hill & Range/Blue Crest, BMI) | 5 |
| 31 | 27 | **COWBOY CONVENTION** Buddy Alan & Dan Rich, Capitol 2028 (Four Int'l, BMI) | 10 |
| 32 | 29 | **I CAN'T BELIEVE YOU'VE STOPPED LOVING ME** Charley Pride, RCA Victor 47-9902 (Blue Crest, BMI) | 16 |
| ★ | 51 | **WHERE IS MY CASTLE** Conway Smith, RCA Victor 47-9938 (Blue Crest, BMI) | 2 |
| 34 | 31 | **SOMETHING TO BRAG ABOUT** Charlie Louvin & Melba Montgomery, Capitol 2915 (Tree, BMI) | 12 |
| 35 | 35 | **AMOS MOSES/ PREACHER & THE BEAR** Jerry Reed, RCA Victor 47-9904 (Vector, BMI) | 12 |
| 36 | 33 | **LET ME GO** Johnny Duncan, Columbia 4-45227 (Willenrock, BMI) | 11 |
| 37 | 30 | **I STAYED LONG ENOUGH** Billie Jo Spears, Capitol 2964 (Gallico, BMI) | 7 |
| ★ | 43 | **LISTEN BETTY** Dave Dudley, Mercury 73138 (Hawkeye, BMI) | 3 |
| 39 | 37 | **DRAG 'EM OFF THE INTERSTATE, SOCK IT TO 'EM, J. P. BLUES** Buck Owens, Capitol 2948 (Country Sound, ASCAP) | 8 |
| ★ | 47 | **100 CHILDREN** Tom T. Hall, Mercury 73140 (Newkeys, BMI) | 3 |
| ★ | 49 | **COME SUNDOWN** Bobby Bare, Mercury 73148 (Combine, BMI) | 3 |
| ★ | 50 | **SWEET MISERY** Ferlin Husky, Capitol 2999 (Cedarwood, BMI) | 3 |
| 43 | 28 | **SUSPICIOUS MINDS** Waylon Jennings & Jessi Colter, RCA Victor 47-9970 (Press, BMI) | 9 |
| ★ | 60 | **IF YOU THINK I LOVE YOU MORE** Jody Miller, Epic 5-10692 (Julep, BMI) | 2 |
| 45 | 42 | **FOREVER YOURS** Dottie West, RCA Victor 47-9911 (Pusky, BMI) | 11 |
| 46 | 44 | **WHAT ABOUT THE HURT** Bob Luman, Epic 5-10667 (Jack & Bill, ASCAP) | 7 |
| ★ | 68 | **THE LAST ONE TO TOUCH ME** Porter Wagoner, RCA Victor 47-9939 (Owepar, BMI) | 2 |
| 48 | 48 | **WHEN HE TOUCHES ME** Lois Johnson, MGM 14186 (Painted Desert, BMI) | 6 |
| 49 | 46 | **I'M ALRIGHT** Lynn Anderson, Chart 5098 (Ballion, BMI) | 11 |
| ★ | — | **I REALLY DON'T WANT TO KNOW/ THERE GOES MY EVERYTHING** Elvis Presley, RCA Victor 47-9960 (Hill & Range/Blue Crest, BMI) | 1 |
| 51 | 53 | **PORTRAIT FOR MY WOMAN** Eddy Arnold, RCA Victor 47-9935 (House of Cash, BMI) | 2 |
| 52 | 58 | **JUDY** Bay Sanders, United Artists 50732 (Evil Eye, BMI) | 3 |
| 53 | 61 | **(Loving You In) SUNSHINE** Bethany Fairchild, Columbia 4-45273 (Champion, BMI) | 2 |
| 54 | 39 | **THE TEARS OF LINCOLN'S FACE** Tommy Cash, Epic 5-10679 (Tree, BMI) | 8 |
| 55 | 41 | **BIG RIVER** Johnny Cash, Sun 1121 (Hi-Lo, BMI) | 6 |
| ★ | — | **TRUE LOVE IS GREATER THAN FRIENDSHIP** Arlene Harden, United Artists 4-45267 (Ensign/Cedarwood, BMI) | 1 |
| 57 | 57 | **OLD ENOUGH TO WANT TO (Fool Enough to Try)** Norro Wilson, Mercury 73125 (Newkeys, BMI) | 7 |
| 58 | 55 | **NICE 'N' EASY** Charlie Rich, Epic 5-10662 (Shaw, ASCAP) | 12 |
| 59 | 56 | **MY JOY** Johnny Bush, Stop 380 (Window, BMI) | 10 |
| 60 | 63 | **SWEET CAROLINE** Anthony Armstrong Jones, Chart 5100 (Stonebridge, BMI) | 8 |
| 61 | 73 | **WATCHING SCOTTY GROW** Bobby Goldsboro, United Artists 50727 (Bi-Ri, BMI) | 2 |
| 62 | 69 | **IF YOU'RE LOOKING FOR A FOOL** Tommy Overstreet, Dot 17357 (Crazy Cajun, BMI) | 5 |
| 63 | 64 | **HEAVENLY** Wynn Stewart, Capitol 3000 (Freeway, BMI) | 2 |
| 64 | 67 | **FOR THE GOOD TIMES** Ray Price, Columbia 4-45178 (Buckhorn, BMI) | 24 |
| 65 | 62 | **MAMA BAKE A PIE (Daddy Kill a Chicken)** George Kent, Mercury 73127 (Newkeys, BMI) | 6 |
| 66 | 54 | **SITTIN' BULL** Charlie Louvin, Capitol 2972 (Sure-Fire, BMI) | 7 |
| 67 | 59 | **TELL ME AGAIN** Jeannie Seely, Decca 32757 (Champion, BMI) | 5 |
| ★ | — | **A WOMAN ALWAYS KNOWS** David Houston, Epic 5-10696 (Algee, BMI) | 1 |
| 69 | 70 | **BUBBLES IN MY BEER** Ray Pennington, Monument 1231 (Willis, BMI) | 2 |
| ★ | — | **BAR ROOM TALK** Del Reeves, United Artists 50743 (Passkey, BMI) | 1 |
| ★ | — | **REMEMBER BETHLEHEM** Dee Mullis, Plantation 68 (Noel Gay, ASCAP) | 1 |
| ★ | — | **LOVER PLEASE** Bobby G. Rice, Royal American 27 (Lyn-Lee, BMI) | 1 |
| 73 | 74 | **SHOWING HIS DOLLAR** Webb Pierce, Decca 32762 (Tuesday, BMI) | 3 |
| ★ | — | **WHO'LL TURN OUT THE LIGHTS** Wayne Kemp, Decca 32767 (Tree, BMI) | 1 |
| 75 | 75 | **YOU'RE THE REASON I'M LIVING** Lamar Morris, MGM 14187 (T.M., BMI) | 2 |

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# IMIC-3

## MONTREUX, SWITZERLAND
## JUNE 6-12, 1971

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**TOGETHER, FOR BUSINESS**

**Program Format and Speech Translations.** Sessions will be held every morning (0900-1200 Monday through Friday). Speeches by the panel participants will be scripted into English, French, German, Italian and Spanish.

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**Registration Fees.** Because of the growing attendance at IMIC conferences, participants should register early.

**Special pre-registration fee.** If you take advantage of this first announcement of the IMIC 3 Conference and register NOW, the fee for the entire conference is $210 per person. The fee includes admittance at all sessions, opening cocktail party, closing dinner dance and all work materials. It does not include hotel room, air-check or add-on to the International Music Industry Conference should accompany registrations. Please use the coupon below or write for complete information on your letterhead. Check should be sent to the International Music Industry Conference should accompany registrations.

**TOGETHER, FOR PLEASURE**

**Hotels.** Early registrants have their choice of IMIC 3 registrants' official accommodations at preferential rates at the Montreux Eurotel, Excelsior Series, National and Palace Hotels. Each hotel is owned and managed by the music industry. Montreux, Switzerland, June 6th until Saturday, June 12th. A limited number of suites and single rooms are available. Hotel bedroom charges will be allotted on a first-come basis. Meals can be included at your option. The IMIC 3 Conference Office in Montreux will write to each registrant to determine individual needs.

**Ladies invited.** Last year, 250 women attended. Different programs available each day. In addition, IMIC 3 will include a Opening cocktail reception on Sunday evening and closing dinner dance on Friday night. Registration fee per person. The registration fee includes not include the women's attendance at the conference sessions.

**Travel and Transfer Arrangements.** SWISSAIR will be getting you to IMIC 3. Registrants traveling by plane will be contacted by Swissair and offered the services of their worldwide organization. Special schedules have been arranged for IMIC 3 registrants to facilitate travel. Buses from the Geneva Airport to Montreux have also been set up especially for IMIC registrants.

*photo: Courtesy SWISSAIR*

# PROGRAM

## THIRD INTERNATIONAL MUSIC INDUSTRY CONFERENCE

*Sponsored by Billboard, Record Retailer, Discografia Internazionale*

**June 6-12, 1971 Montreux, Switzerland**

Thara will be two different types of maatings at IMIC-3: the Conference sessions on Monday, Wednesday and Friday and the seminars on Tuesday and Thursday. Both type of meetings will be held from 0900 to 1315.
Note, also, the optional session on Tuesday from 1700 to 1830.

In the **plenary sessions**, talks will be given to the entire audience, translated simultaneously into five languages. Following tha talks in ona session, the audianca will divida into five rooms. Tha rooms will ba dividad by languaga. In each room, tha talks will be discussed for 45 minutas as they relata to the countries raprasantad in the room. Questions will ba davalopad for the spaakers. For the final 30 minutas of the session all groups will than raassambla in the plenary room to hear tha questions and answars of the spaakars.

In the **seminars**, each registrant will select one on Tuesday and ona on Thursday in which to participata in discussion. Thara will ba no spaaches. Tha registrants in each saminar will exchanga thair idaas and expariances—good and bad—on a list of questions, ralatad to the samhar subject araa, mada up in advanca by the saminar chairman and his panal. The saminars offar a uniqua, and parhaps unparalallad, opportunity for aach parson to participata and to hear tha viaws of worldwida industry laadars about ways 1) to daal with the day to day problams of tha music business 2) to learn how naw davalopments should be anticipatad and can ba successfully handlad.

**Monday, June 7—Plenary Sessions**

**Session 1—Significant Developments of Industry-wide Implications**

Talk A—What Can Companias Do To Stop Illegal Duplication of Recordings: A Progress Report
Talk B—Tha Promisa For Music Companias of Improvad Ralations With East European Countries
Talk C—Impending Changes In tha Common Markat and Thair Salas Implications For tha Music Industry

**Session 2—The Music Industry and the Cartridge/Cassette TV Field**

Talk A—A Realistic Look At tha Potantial Opportunity For Profits In Cartridga/Cassatta TV
Talk B—Analyzing tha Principal Systams and Thair Markating Plans
Talk C—What Ara tha Markats That Offar the Most Promisa and What Ara Thair Naads For Product
Talk D—How Can Music Companias Play An Important Rola In tha Industry Futura

**Tuesday, June 8—Concurrent Seminars**

1. The Chief Executiva Saminar
2. Tha Publishars Saminar
3. Tha Legal Seminar
4. Merchandising, Advertising, Publicity Seminar
5. Tha Distribution Seminar
6. Financa, Cradit, and Cash Flow Seminar
7. International Collecting Procadures Saminar
8. Tha Recording Studio Saminar
9. The Classical Music Seminar
10. Italian Languaga Saminar
11. French Languaga Saminar

**Optional Session** 1700 to 1830

**How To Survive in The Music Business**

This informal session will be a self-critical examination of industry attitudes and practices in all areas of the international music business: creative contributions and rewards; company investmant vs. profit raturn.

Thara will be no spaaches. Tha antira session will be devotad to a giva and taka, no-holds barrad discussion batwaan tha panal and tha audianca. A limitad numbar of tickats will ba available for thin maating.

**Wednesday, June 9—Plenary Sessions**

**Session 3—Legal Developments and Their Impact on Management Decisions**

Talk A—A Proposad International Clearing Housa for Obtaining Worldwida Publishing Rights
Talk B—Adjusting Licansing Agraaments to Naads of Local Countrias
Talk C—Nagotiating Tarms of Contracts with Artists and Authors For tha Cartridga TV Aga

**Session 4—Changing Imperatives in Effective Marketing**

Talk A—Tha Ravitalizad Growth of tha In-Dapth Record Stora
Talk B—Davaloping Mora Effactiva Ways To Raach tha Consumar Markat
Talk C—Controlling tha International Dumping of Racords

**Thursday, June 10—Concurrent Seminars**

There will be a **different** outline from tha Tuesday seminar and **additional** subjects discussed in each of the following saminars:

1. The Chief Executiva Saminar
2. The Publishars Saminar
3. The Lagal Saminar
4. Marchandising, Advertising, Publicity Saminar
5. Tha Distribution Saminar
6. Financa, Cradit, and Cash Flow Saminar
7. International Collecting Procadures Saminar
8. Personal Managamant and Talant Ralations Saminar
9. Italian Languaga Saminar
10. French Languaga Saminar

**Friday, June 11—Plenary Sessions**

**Session 5—Impact on the Record Industry of Growth in Tape Cassette and 8 Track Cartridge Sales**

This panal of four paopla will analyza, for thair region, the comparativa sales growth of cassatta and 8 track tapa and forecast tha growth in tha futura. They will giva an analysis of automobila and homa sales and the potantial sales affact of newar tachnological davalopments such as four channal sound.

Talk A—In Europa
Talk B—In South America
Talk C—In Japan and Australasia
Talk D—In U.S. and Canada

**Session 6—Youth and Music**

Talk A—Tha Maaning For Music Companias of the Changing Life Styles of Youth
Talk B—Tha Universal Problam of Drugs: What Can tha Music Industry Do?
Talk C—Tha Rock Fastival: Should It and How Can It Be Savad?
Talk D—Tha Increasing Rola of Music In Youth-Oriantad Films

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# Jukebox programming

## Coinage Bill Aids 50c Jukebox Play

By MILDRED HALL

WASHINGTON — Jukebox programmers will be able to merchandise music at the 50-cent level more readily this year if the new supply of clad half-dollars provided by a new coinage compromise bill becomes a reality.

A compromise on coinage has been reached by Congress to provide for minting of 150 million special 40 percent silver dollars bearing the likeness of former president Eisenhower, and unlimited cupro-nickel dollars for general circulation. The enabling legislation was ready for the President's signature as of Dec. 18.

The coinage provisions, part of a controversial bill to regulate one-bank holding companies, also permit the issue of cupro-nickel Kennedy half dollars in 1971, together with the clad type quarters and dimes. The clad coins will contain 75 percent copper and 25 percent nickel. The Eisenhower dollars will commemorate the lunar landing of Apollo XI on the reverse side.

The House side had vigorously opposed the use of silver in minting the special commemorative run of Eisenhower dollars, but yielded to Senate pressure.

The Kennedy half-dollars, originally issued at 90 percent silver, were reduced to 40 percent silver in the Johnson administration, but House members pointed out that most were still being held out of circulation for sentimental value. The clad half-dollars are expected to circulate freely.

## Hit Data Lag On Oldie 45's

PITTSBURGH — Officials at RCA Victor in New York said they were surprised about inquiries stemming from a Star Title Strip Co. list of newly coupled oldie singles. Star officials here said they were surprised when one-stop orders on the series started coming before the list was received from RCA. "It's all part of the communication gap," said Star's William Miller.

Miller said it's not unusual for one-stops to order title strips for records before his firm has been alerted by labels that the records are released. "This causes a time lag on sales of about 25 percent of all singles. Often the information on new releases in Billboard is the first we have."

In the current case, Star received a 5-page release sheet from RCA Victor with a shipment date of Dec. 1, 1970, list-

(Continued on page 36)

## 1-Stops, Jukeboxes Spur Radio Action

PITTSBURGH — Smaller labels are becoming convinced that a recording being worked hard at the one-stop and jukebox level can come to the attention of radio stations, enjoy retail sales and eventually show chart action, according to Mobile Record Service manager Harvey Campbell here.

Campbell disputes the prevalent theory that jukebox programmers always depend upon chart records. He is loading the firm's mobile vans this week with "Red, Red Roses," a Musicanza Corp. recording by Johnny Desmond still to show chart action.

The climate for what might be called a "reverse" process of one-stop to radio station to retail/chart action is even better today, Campbell feels, because of the growing strength of Middle of the Road (MOA) stations (Billboard, Jan. 2).

Musicanza president Al Rubin claims several radio stations have picked up on the Desmond record after initial sales in the area to one-stops.

Now, Rubin is offering one-stops the "distributor price" if no distributor is handling the record in the one-stop's area.

Roy Volker, promotion director at J.L. Marsh, St. Louis, and manager of country artist Ben Wasson, claims that country radio stations in Omaha and elsewhere in the Marsh market picked up Wasson's caper recording of "Room 333" after initial one-stop action.

"This radio action is what started spreading the word on the record," Volker said. "We only intended to promote the record around St. Louis and Kansas City, but our Minneapolis branch heard about the action in Omaha and started asking for the record."

Campbell said: "The first thing record promotion people and distributor salesman think of when they see a promising single, is the one-stops. The one-stops represent the biggest initial purchaser of new singles.

"Then, after the one-stops start buying in quantity, the promotion men inform stations that there is some kind of action on a record. After all, if we're using 3,000-4,000 of a record it has to have some appeal."

In the case of the Desmond record, Marsh went one step further and started using a feature of a rose on the title strip (see separate story).

STAR TITLE STRIP'S new promotion includes some of the above examples.

## Jukebox Title Strips Plug New Releases

PITTSBURGH — Star Title Strip Co. here has launched a new promotion aimed at spotlighting new titles on the nation's jukeboxes. The idea for using various novelty art originated with Harvey Campbell, Mobile Records Service here, which services jukebox programmers in many states. Now, various labels are incorporating their logo on strips.

"The importance of the jukebox as a exposure medium for new product is heightened by the tight play lists of many so-called 'Top 40' stations," Campbell said. "The title strip is an intricate part of the whole promotion scheme and I wanted to find ways to stimulate jukebox exposure even more."

Decorative strips are nothing new, according to Star Title Strip's manager William Miller, and the idea can be quickly overworked. He explained that his firm hasn't been using such strips as much lately and that the idea will be implemented on a limited basis to prevent saturation.

Campbell agrees: "For some time we've had strips in different colors, but they lose impact over a period of time, especially if there are too many on a given jukebox."

"If jukebox programmers used all of these strips in our new series on a single box," Miller said, "the effect would be minimized." He said that in most cases, a one-stop will only pick out one recording a week to promote with the new picture strips.

Campbell comes up with the ideas for the pictures and Star designs them from there on, he said. "One of our motives is to stimulate repeat play on entirely new recordings. The jukebox patron might play a record once and then not be able to find it again. The picture strip will serve as a reminder."

He mentioned the strip for the Dave Dudley recording of "Listen Betty." The picture of a truck stands out on the strip. If a truck driver spots this strip on a jukebox he will think right away that this is a song he'll want to play."

Campbell said one of the first picture strips he conceived was for Johnny Desmond's "Red, Red Roses."

Miller said that Joe Gibson, head of Prize Records, also likes the idea for the new strip design and had Star do one with the label's logo on it.

(Continued on page 38)

## Intl Jukebox Survey

GERMANY

By WALTER MALLIN

HAMBURG—An unabated demand for "instant music" continues for West Germany's 3,200 organized jukebox operators and some other 1,000 to 1,500 operators. About 60,000 music boxes, mainly operated in inns and arcades (the so-called "Spielhallen") incorporate a disk investment valuating $325,000. This represents an initial record issue of 360,000 with 60 disks per jukebox at about 90-cents per disk. The price consists of 83-cents plus 1 percent added value tax. Roughly 60 percent of the jukeboxes are running 50 records and 40 percent 80 records, which is an average of 60 per unit.

Operators monthly change five to eight singles with about 10 percent of the music boxes operated in high quality places. Dance sales/change are about 10 to 12 a month.

Leading suppliers of disks are 33 wholesalers and distributors organized in their association called "Deutscher Automaten Grosshandelsverband," located in Hamburg, Gross-Reichenbach-Str. 3. These "automatics dealers" supplying their clientele of coin machine operators with the whole scale of jukeboxes and other machines, generally tune into the offers of titles up in charts of the business papers. Their offers, being prepared by preprinted (scheduled) delivery forms, first are a result of observing the charts and secondly just trusting in the recommendations of the "Schallplatten-Barr" maintained by the dealers, mostly run by girls. They are being informed by charts in business papers, radio and television. There are quite a lot of operators who gather recommendations from jukebox fans via the innkeeper.

Within the last year there have been trends and trials to increase the prices of playing a record from 5 cents up to 8, mainly in the southern part, but not with a general success. Most of all West German jukebox operators work on a 5 cents per play, three for 13 cents and six for 25 cents base. This is true for the last five years.

All 3,200 operators being members of the ZOA, the Federal Association of Coin Maching Operators (Central Organization in West Berlin 15, Enser Strasse 43), they are automatically contracting a flat-tariff offered by the GEMA, The West German Performing Rights Society in Munich.

The lump sum per jukebox operated is $1.63 monthly for the

(Continued on page 36)

## 'Jukebox' Remains Same Even Under Different Name

CHICAGO — Jukebox programmers have generally little self-consciousness about the term "jukebox," which is now as much a part of Americana as "hotdog." This point is documented constantly at Music Operators of America (MOA) here, where executive vice president Fred Granger says the term is catching on even more because of a booklet MOA is circulating. He says attempts to use another term always prove futile.

As an example, he cited the request recently from a Virginia lawyer for 50 more copies of MOA's "Jukebox Story."

"I asked Edgar Pointer, a lawyer for one of our members there, what impressed him most about the booklet. He said it was our outright use of the term 'jukebox.' This kind of comment is becoming typical."

Granger said he is conscious of opinion against use of the terms. "There is nothing wrong with the term 'coin-operated phonograph.'

"However, when you're talking with someone outside the jukebox industry and go into any kind of explanation about the business using a term other than jukebox, you almost always end up with the person saying, 'Oh, you're talking about jukeboxes.'"

Granger said he spent a couple of years thinking about the term jukebox when he was with MOA and decided it has become too much a part of the American language to ignore.

"The term does conjure up

(Continued on page 38)

### Rule Tex. Taverns May Own Jukebox

AUSTIN, Tex.—Dist. Judge Herman Jones has ruled that tavern owners may own their own jukeboxes despite a state law that forbids the issuance of a vending machine license to anyone who has an interest in a business where alcoholic beverages are sold.

The new vending machine law was challenged by Mike Thompson of Dallas and Raul Flores, Elmer Harrison and Austin Zurlick of San Antonio.

Rep. Dick Corney of Victoria, chairman of the study committee that proposed the new law, said the committee decided one of the evils that needed correcting was control by coin machine people over taverns. He said the committee wanted to encourage tavern owners to own their own jukeboxes.

# Intl Jukebox Survey

• Continued from page 35

GEMA Performance Rights plus 20 percent of this sum due to the GVL herewith jointly collecting a flat sum covering the artist's work. To this $1.95 per month has to be added a monthly amusement tax which differs between $1.25 and $3.75 according to the eleven states of West Germany. Non-organized operators outside this flat-tariff license contract have to pay 20 percent more of the GEMA-ZOA tariff.

Mini LPs are not featured on the German jukebox. Stereo is emphasized in the sales promotion and also affects the increasing production of stereo singles. About 75 percent of the jukeboxes in operation use stereo. To boxes operated in common inns and saloons, stereo effect does not pay, operators claim. Older boxes are being attached to stereo pickups which costs about $25 per unit.

West German Coin Machine Wholesalers (DAGV) which sells 90 percent of the jukeboxes sold 33,600 jukeboxes in 1968 and 37,300 in 1969. This is a significant growth for the jukebox. The sales turnover climbed from $5.4 million in 1968 to about $8 million in 1969. The 33 DAGV members also registrated a disk turnover valuating $3.8 million in 1968 and $4.25 million in 1969.

### BRAZIL

**By HENRY T. JOHNSTON**

RIO DE JANEIRO, Brazil—Jukeboxes are missing in Brazil. The chief reason is a lack of a supply of standard, stable coins. Maintenance problems and vandalism present other obstacles.

As a result of inflation, coins of measurable weight have had a tendency to disappear periodically. The metal in the coins was worth more than their face value. For several years the governments quit minting coins, issued only paper, after making coins of different weight and size for the same face unit value.

Last year, the government returned to minting coins with a new series of light weight aluminum alloy pieces. But, nobody has rushed to gather these coins with music or anything else.

Telephone company cashiers sell slugs for the few public telephones located in the airport. And only half of those few telephones work at any given moment.

Every now and then somebody notices that there are no jukeboxes in Brazil, studies the situation—and turns away.

### BELGIUM

**By RENE VAN DER SPEETEN**

BRUSSELS, Belgium—With 33,000 jukeboxes on operation in this country, Belgium ranks No. 1 in the world with an average of

(Continued on page 38)

# Hit Data Lag On Oldie 45's

• Continued from page 35

ing a series in its Gold Standard Singles. Many are recoupled hits and some are from albums, Miller believes.

The release lists:

Ten by Elvis Presley: "We Call on Him"/"You'll Never Walk Alone," 447-0665; "Let Yourself Go"/"You Time Hasn't Changed My Baby," 447-0666; "Almost in Love"/"A Little Less Conversation," 447-0667; "If I Can Dream"/"Edge of Reality," 447-0668; "Charro"/"Memories," 447-0669; "His Hand in Mine"/"How Great Thou Art," 447-0670; "In the Ghetto"/"Any Day Now," 447-0671; "Kentucky Rain"/"My Boy," 447-0672; "The Fair Is Moving Out," 447-0672; "Suspicious Minds"/"You'll Think of Me," 447-0673; "Don't Cry Daddy"/"Rubberneckin'," 447-0774.

Others include: Eddy Arnold, "Here Comes the Rain, Baby"/"It's Over," 447-0829; Eddy Arnold, "Then You Can Tell Me Goodbye"/"They Don't Make Love Like This," 447-0830; The Browns, "The Old Lamplighter"/"Send Me the Pillow You Dream On," 447-0831; The Friends of Distinction, "Grazing in the Grass"/"Going in Circles," 447-0832; Guess Who, "These Eyes"/"No Time," 447-0833; "Laughing"/"Undun," 447-0834 and "American Woman"/"No Sugar Tonight," 447-0835; Waylon Jennings, "Brown Eyed Handsome Man"/"Only Daddy That'll Walk the Line," 447-0836; Tommy Marcucci, "Love Theme from Romeo and Juliet"/"Theme from Valley of Your Mind," 447-0837; Nilsson, "Everybody's Talking"/"I Guess the Lord Must Be in New York City," 447-0838.

Additional listings are: Dolly Parton, "Just Because I'm a Woman"/"My Blue Ridge Mountain Boy," 447-0839; Charley Pride, "All I Have to Offer You Is Me"/"Kaw-Liga," 447-0840 and "Afraid of Losing You Again"/"Wings of a Dove," 447-0841; Jerry Reed, "Remember Me"/"Misery Loves Company," 447-0842; Jim Reeves, "I Won't Come In While He's There"/"The Storm," 447-0843; "I Heard Your Heart Break Last Night"/"That's When I See the Blues," 447-0844 and "When You Are Gone"/"Nobody's Fool," 447-0845; Porter Wagoner, "The Carroll County Accident"/"When You're Hot, You're Hot," 447-0846; Hawkshaw Hawkins, "Lonesome Dark Town"/"Darkness, Darkness," 447-0847; Zager & Evans, "In the Year 2525"/"Mr. Turnkey," 447-0848.

# What's Playing?

*A weekly programming profile of current and oldie selections from locations around the country.*

**Baton Rouge, La.; Adult Location**

Robert Roonay, operator;
Gena Sharp, programmer,
Stata Novelty Co.

Current releases:
"For the Good Times," Ray Price Columbia 45178;
"Knock Three Times," Dawn, Bell 938;
"Can't Stop Loving You," Tom Jones, Parrot 40056.

Oldies:
"Cryin' Time," Dean Martin;
"Born to Lose," Ray Charles.

**Buchanan, Mich.; Adult Location**

Frank Fabiano, programmer,
Fabiano Amusament Co.

Current releases:
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Can't Stop Loving You," Tom Jones, Parrot 40056;
"Does Anybody Really Know What Time it is?," Chicago, Columbia 45264.

**Moberly, Mo.; Teen Location**

Don Skinnar, programmer,
D & J Amusament

Current releases:
"I Think I Love You," Partridge Family, Bell 910;
"Wake Up Little Susie," Everly Brothers, ABM 1217;
"The Tears of a Clown," Smokey Robinson & the Miracles, Tamla 54199.

Oldies:
"Wabash Cannon Ball," Nashville Brass;
"Easy Come, Easy Go," Bobby Sherman.

**North Bend, Neb.; Country Location**

Ed Kort, operator;
Louis Reginald, programmer;
Kort Amusament Co.

Current releases:
"Red Cadillac and a Black Mustache," Statler Brothers, Mercury 73141;
"Cowboy Convention," Buddy Alan/Don Rich, Uni 55201;
"Flesh & Blood," Johnny Cash, 45269.

**Olney, Ill.; Teen Location**

Omar Dressel, programmer,
Omar Dressel Music

Current releases:
"I Think I Love You," Partridge Family, Bell 910;
"My Sweet Lord," Georga Harrison, Apple 2990;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Knock Three Times," Dawn, Bell 938.

**Port Chester, N.Y.; Teen Location**

John S. Tartaglia, programmar,
Tartaglia Brothers, Inc.

Current releases:
"Domino," Von Morrison, Warner Bros. 7434;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Cherly Moona Marie," John Rowles, Kapp 2102.

**Robinson, Ill.; Adult Location**

Alata Hanks, programmar,
Hanks Vanding and Music

Current releases:
"Knock Three Times," Dawn, Bell 938;
"For the Good Times," Ray Price, Columbia 45178;
"Morning," Jim Ed Brown, RCA Victor 9909.

Oldies:
"The Little Arrows," Leapy Lee, Decca 32380;
"Yakety Sax," Boots Randolph, Monument 804.

**Roswell, N.M.; Teen Location**

Charles W. Ely, programmer,
Ginsberg Music Co.

Current releases:
"Knock Three Times," Dawn, Bell 938;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"My Sweet Lord," George Harrison, Apple 2990.

Oldies:
"Hungar o Symphony," Supremes, Motown 1085;
"Everything Is Beautiful," Ray Stevens, Barnaby 2011.

**Springfield, Ill.; Adult Location**

Bud Hashman, programmar,
Star Novelty Co.

Current releases:
"Be My Baby," Andy Kim, Steed 729;
"Rose Garden," Lynn Anderson, Columbia 45252;
"Morning," Jim Ed Brown, RCA Victor 9909;
"You Don't Have to Say You Love Me," Elvis Presley, RCA Victor 9916.

**Wisconsin Rapids, Wis.; Country Location**

Morgan (Chick) Metcalf, programmer,
Rapids Coin Machine Service

Current releases:
"Rose Garden," Lynn Anderson, Columbia 45252;
"Morning," Jim Ed Brown, RCA Victor 9099;
"She Goes Walking Through My Mind," Billy Walker, MGM 14173.

Oldies:
"Big River," Johnny Cash, Sun 1121;
"Okie From Muskogee," Merle Haggard, Capitol 2626.

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| **WILLIAMS** | |
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| APOLLO | 230 |
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# Programmers in the News

**Gordon Larson,** Sam's Amusement Co., Kenosha, Wis., points to the fact that jukebox programmers often are pressed for time. "One of the big problems," he said, "is that there is such a flood of releases all the time. It's hard to pick a cover record," he added, meaning a record that he uses to cover most of the company's route.

He notes that he has used "Are the Good Times" by **Ray Price** and "Rose Garden" by **Lynn Anderson** as covers. He hesitated because of the country background of both artists. Another cover record candidate was "The Tears of a Clown" by **Smokey Robinson and the Miracles.**

Watching record costs is another problem. Larson advises cutting down on requests somewhat. "Especially requests from college area locations. We receive requests for as many as 17 records. Many of these are records that just won't be played that much."

**Cliff Cotrell,** programmer at Mitchell Vending Co., Milwaukee, is one who is not concerned with overly long singles. "When I see those popularity meter needles punched out—that's all I care about. As to what if a record is five-minutes long, as long as it plays in 100 times!" Cotrell said "My Sweet Lord" by George Harrison, typical of today's longer singles, did well for his firm.

Cotrell also reports that many locations patronized by teenagers are going for country singers such as **Lynn Anderson.** "Rose Garden" by Lynn Anderson is an example. "Kids in restaurants and cafes are going for a lot of country records. I think part of it is due to the waitresses who are often young and western music indoctrinated."

**Martin Herbstam,** Lincoln Vending, Brooklyn, said almost anything by **Nali Diamond** is doing well in New York City jukeboxes. Another record that enjoys wide popularity is "Knock Three Times" by **Dawn.**

**Lynn Anderson's** "Rose Garden" is so popular around Cadillac, Michigan that jukebox operator **Bill Bryan** has had people coming by his shop to purchase it. "We're not in the retail business but people are really after this record. I'm getting requests for it all over the route—almost every kind of location."

## Jukebox Stays Same

• *Continued from page 35*

the image problem this industry has always had," he said, "but we're not going to cure that problem with another name for jukebox."

Congressmen in Washington, where MOA has lobbied for many years during the copyright revision bill controversy, are also accustomed to the term, he pointed out.

## Plug New Releases

• *Continued from page 35*

All agreed that the idea is even more important today because the jukebox manufacturers have concentrated on better exposure of the title strip racks. Seeburg has even created a shadow box effect framing title strips and Rock-Ola has in the past two years used a vertical panel to position strips at patron eye level.

# Coming Events

April 23-24—Kentucky Automatic Merchandising Council meeting, Executive Inn, Louisville, Ky.

April 29-30, May 1-3—Illinois Merchandising Council meeting, Lake Lawn Lodge, Delavan, Wis.

May 14-15—Ohio Automatic Merchandising Association meeting, Pick Fort Hayes Hotel, Columbus, O.

May 14-16—Music Operators of New York Convention, Granite Hotel, Kerhonkson, N.Y.

May 14-15—Tennessee Automatic Merchandising Council meeting, Hilton Inn, Nashville, Tenn.

May 21-22—Automatic Merchandising Council of New Jersey meeting, Holiday Inn, Atlantic City, N.J.

May 21-23—Wisconsin Automatic Merchandising Council Meeting, Delview Hotel, Lake Delton, Wis.

June 11-13—Music Operators of New York Convention, Granite Hotel, Kerhonkson, N.Y.

June 13—New York State Automatic Merchandising Council meeting, Grossinger's Hotel, Grossinger, N.Y.

June 18-20—Pennsylvania Automatic Merchandising Council meeting, Pocano Manor Inn, Pocano Manor, Pa.

Sept. 5—Coin-Operated Automatic Vendors Council installation meeting, Palm Springs Hotel, Palm Springs, Calif.


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# Intl Jukebox Survey

• *Continued from page 36*

one jukebox for every 290 citizens. Although only one record per week is changed per jukebox, this still represents a total of 1.5 to 2 million records being changed per year, accounting for 35 percent of the singles sales in Belgium.

All jukebox operators buy their records directly from the record companies. Many private tavern owners have their own jukebox. Buying is based on the public demand and airplay on radio and television. Operators pay about 70 to 90 cents per record, the normal dealer price. Special agreements exist between owners of jukebox companies and record manufacturers, almost on the same basis as the rack jobbers/record manufacturers deal.

The cost of playing a record is not higher than 10 cents for two plays. With an increase in taxes expected in early January, it is almost certain that this price will be increased to three plays for 20 cents and one per 10 cents. Operators pay a licensing tax of $55 to $65 per year per jukebox.

With the exception of some Seeburg jukeboxes, there are almost no stereo records nor Little LP's featured. Although all jukeboxes are stereo, the stereo single was only introduced recently.

There is an association for jukebox operators called the Union Belge de l'Automatique.


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# Album Reviews

POP

**McGUINNESS FLINT—**
Capitol SMAS-635 (S)

McGuinness Flint from England get into some beat-happy soft rock that not only features former Apple songwriters Gallagher & Lyle but the usual top-ten production of Glyn Johns and the group's initial hit "When I'm Dead and Gone." Plenty of top tunes to pick from, like "Heritage" and "International," plus Dennis Coulson's fine vocals and fine musicians with the best credentials around make this one a winner first time out.

CLASSICAL

**HOLST: THE PLANETS—**
London Philharmonic (Haitink), Philips 6500 072 (S)

Holst's evocative suite, which is suitable for these astrological days, is given a sensitive reading by Bernard Haitink and the London Philharmonic. This is the first recording to use the newly revived score, which incorporates the composer's amendments to his own score, and was published in 1969.

POP

**OSMONDS—**
MGM SE-4724 (S)

The Osmonds are riding up the Hot 100 Currently with "One Bad Apple," included here. The LP, like the single puts the boys in the whole new commercial bag, right in today's market. Cut in Muscle Shoals, by producer Rick Hall, the package offers top treatments of "Long and Winding Road," "He Ain't Heavy, He's My Brother," and a Motown salute that is a heavy standout. Should prove a big chart winner.

CLASSICAL

**BERLIOZ: REQUIEM—**
London Symphony & Chorus (Davis), Philips 6700 019 (S)

This set, which includes a handsome multi-language booklet, was recorded in Westminster Abbey, London and is one of the pieces in the terrific by Colin Davis undertaken to mark the 100th anniversary of the death of the composer. The work is given a majestic reading by the orchestra, chorus and boys' choir.



POP

**JAMES LAST—**El Condor Pasa. Polydor 24-4307 (S)

More of the middle of the road sounds from the German trumpet artist that range from the Paul Simon title tune to "Give Peace a Chance" via Creedence's "Proud Mary." Strong melodic material given a danceable, easy on the ear treatment.

CLASSICAL

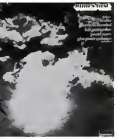
**SCRIABIN: POEM OF ECSTASY / POEM OF FIRE: PROMETHEUS—**
Various Artists/Dallas Symphony (Johanos), Candide CE 31039 (S)

Donald Johanos admirably conducts his fine Dallas Symphony in two important works of Alexander Scriabin. Alfred McallIster is the excellent piano soloist in "The Poem of Fire: Prometheus," while trumpeter Richard Giangiulio and violinist Philip Fuller are the soloists in "The Poem of Ecstasy."

SOUNDTRACK

**SOUNDTRACK—**Five Easy Pieces. Epic KE 30456 (S)

The combination of some fine songs sung by Tammy Wynette and excerpts of the dialog from the movie make this soundtrack album a winner. Miss Wynette is especially effective on "Stand By Your Man," "D-I-V-O-R-C-E" and "When There's a Fire In Your Heart." An added treat is Perl Kaufman's work on selections by Mozart and Chopin.



CLASSICAL

**BEETHOVEN: COMPLETE STRING QUARTETS/GROSSE FUGE—**
Guarneri Quartet,
RCA Red Seal VCS-11-100 (S)

This is a powerhouse package among the long list of disk tributes to honor Beethoven's 200th anniversary. The Guarneri Quartet does a masterful job on the complete catalog of the composer's string quartets as well as the "Grosse Fuge." Each of the LP's in this handsome package is a winner.

CLASSICAL LOW PRICE

**BEETHOVEN: 32 PIANO SONATAS—**
Claude Frank,
RCA Victrola VICS-9000 (S)

Save a few superlatives for this epic work, which covers 12 LP's, and stands out even among all the product released in celebration the Beethoven bicentennial. Frank has been working on this through the sonatas in public concerts during the bicentennial year and his fine taste and discretion in these renderings.

## ALBUM REVIEWS

### BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

### SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

### FOUR STARS

★★★★Albums with sales potential within their category of music and possible chart items.

## From The Music Capitals of the World

### DOMESTIC

• *Continued from page 30*

Frontier Thursday (7) as co-starring attraction with **Jimmy Durante.**

A country show, packaged by Mel Shayne Enterprises, will begin a month-long engagement in the main showroom of the Landmark on Jan. 7 (Thursday). Show stars **Fertin Husky,** who will be accompanied by vocal group the **Four Guys.** Co-stars are **Archie Campbell, Diana Trask, Bob Luman,** the **Nashville Sounds** and the **Stoneman Family. . . . Bobby Darin** has been set to headline at the Desert Inn for four weeks commencing Tuesday (12).

LAURA DENI

### *SAN FRANCISCO*

Joy of Cooking's first album, produced by **John Palladino** for Capitol, is due to be released in mid-January. Local radio stations are playing test pressings and getting such good audience response that the group is already thinking in terms of a second album. The group's first date on this month's European tour was to be Monday (3) at London's Albert Hall. McDonald has been working at Pacific High on an album he began in England with some of the **Rolling Stones.**

Pacific High's annual Christmas party, enhanced by the music of **Dan Hicks** and **His Hot Licks, Country Joe McDonald** and **Cat Mother** and the **All Night Newsboys** was attended by 1,500 on Tuesday and may eventually be released as the "1968 Christmas Album."

**Quicksilver's** new album for Capitol, "What About Me," due to be released this week. **Albert King** is recording a live album here, produced by **Don Nix** for **Shelter. . . .** All-girl group **Fanny** presented a special copy of their "Conversation With a Cop" to the Fresno police chief **Al Nelder. . . .** San Francisco Records has released **Cold Blood's** new album, "Sysiphus." The group plans an eastern tour in late January. . . . **David Lannan** has finished his second album and plans a trip to India for his third. . . . **Tower of Power's** first album is "East Bay Grease."

A new series of Sunday night concerts at the Old Spaghetti Factory in North Beach was announced by **Donald Pippin,** including **La Serva Padrona,** "Young Caesar" and "Bunraku."

MARY TURNER

*(Continued on page 40)*

There's a World of Country Music! It's ALL in Billboard

## 4 STAR ★★★★

### POPULAR ★★★★

**MARE MELVOIN—**Michael 7. Amos AMOS 7011 (S)

**BELIEVERS—**A Salute to Motown, Amos AAS 7012 (S)

**PHILOSOPHERS—**Getting Down, PS PS 1001 (S)

**SLY ROOTS—**Notes on a Journey, Faithful Virtue FVS-2002 (S)

**ROBERT MARGOULEFF—**Shoot You Full of Love, Juggernaut JUG-ST/LP 8003 (S)

### COUNTRY ★★★★

**PURE COUNTRY SOUNDS OF BARNELL MILLER—**Decebe DEA-10025 (S)

### CLASSICAL ★★★★

**MOZART: EXSULTATE, JUBILATE —**Ameling/ English Chamber Orch. (Leppard). Philips 6500 066 (S)

**BEETHOVEN: SYMPHONY NO. 5—**Concertgebouw Orch, Amsterdam (Jochum). Philips 839 781 LY (S)

**MUSIC FOR THE MORNING—**Ostrot/ Symphony (Parat)/London Symphony/Minneapolis Symphony (Dorati). Mercury SR 2-9124 (S)

**LISZT: HUNGARICA / MAZEPPA / HAMLET —**London Philharmonic (Ilaitink). Philips 6500 046 (S)

### LOW PRICE CLASSICAL ★★★★

**KUHLAU/CLEMENTI: PIANO CONCERTOS—**Blumenthal/Salzburg Symphony (Guschlbauer). Prague New Chamber Orch. (Zedda). Turnabout TS-S 34375 (S)

**BEETHOVEN: THE CREATURES OF PROMETHEUS —** Berlin Symphony (Schoenzeler). Turnabout TV-S 34271 (S)

### INTERNATIONAL ★★★★

**TANZE UND LIEDER AUS SPANIEN—**Orch. of Spanish Radio (Markevitch). Philips 839 775 LY (S)

## SPECIAL MERIT PICKS

### POPULAR

**LAST POETS—**Right On, Juggernaut JUG-ST/LP 8003 (S)

Billed as The Original Last Poets, the real down, congo trio of Gylan Kain, Felipe Luciano and David Nelson present their black views and visions in the best of a violent way than Douglas' Last Poets, perhaps this country's underground Scorpio Rising." Cuts like "Doomsday," "Jungle Fever" and "Niggers The Poets' poetic confrontations gives Juggy Murray's new Juggernaut label a powerful initial thrust into the street market.

### CLASSICAL

**LUTOSLAWSKI: TRAUERMUSIK/DIE STROHBEITE/MASKA BUSTA/FIVE PRELUDES—**Various Artists; Hamburg Symphony-Berlin Symphony (Gruber); Candide CE 31038 (S) Witold Lutoslawski is one of the most important of today's contemporary composers, making this new set of five important works a disk that will draw considerable attention. Arthur Gruber understandingly conducts the Hamburg Symphony in "Trauermusik (Funeral Music), vocal and instrumental soloists in "Die Strohbeitte," and the Berlin Symphony in "Maska Busta," "Five Dance Preludes" and "Overture for String Orchestra."

### LOW PRICE CLASSICAL

**R. STRAUSS: SYMPHONY DOMESTICA—**Vienna Philharmonic (R. Strauss). Turnabout TV 4363 (M)

This "Historic Recordings" is indeed a rarity of considerable value. Richard Strauss' "Symphonia Domestica" only recently has gained attention and popularity. This recorded 1944 concert performance with the composer directing the Vienna Philharmonic, one of the world's great orchestras, should add to the popularity.

**ALBENIZ: PIANO CONCERTO NO. 1/LISZT-BUSONI: RHAPSODIE ESPAGNOLE—**Blumenthal Torino Orch. (Zedda) Prague Chamber Orch. (Froschauer). Turnabout TV-S 34372 (S)

Felicja Blumenthal, an outstanding pianist, is finally receiving her due in U.S. disk releases and this coupling clearly shows what the excitement is about. With Alberto Zedda and the Torino Orchestra, Miss Blumental admirably is the soloist in Albeniz's "Piano Concerto No. 1," while her performance in the Liszt-Busoni "Rhapsodie Espagnole" is breathtaking.

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REI IN HISTORIC PHILADELPHIA, PA. Va. 809 Caroline St. Phone: 703—373-1441. tfn

REI IN MID-AMERICA. 2122 Oldham Rd., Kansas City, Mo. 64126. Phone: 816—WE 1-5444. tfn

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## BEST SELLING Jazz LP's

Billboard

| This Week | Last Week | TITLE, Artist, Label & Number | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **TO BE CONTINUED** Isaac Hayes, Enterprise ENS 1014 | 5 |
| 2 | 2 | **MILES DAVIS AT FILLMORE** Columbia G 30039 | 6 |
| 3 | 3 | **BITCHES BREW** Miles Davis, Columbia GP 26 | 36 |
| 4 | 4 | **CHAPTER TWO** Roberta Flack, Atlantic SD 1569 | 18 |
| 5 | 5 | **DON ELLIS AT FILLMORE** Columbia G 30243 | 10 |
| 6 | 13 | **BRIDGE OVER TROUBLED WATER** Paul Desmond, A&M SP 3032 | 8 |
| 7 | 10 | **BLACK TALK** Charles Earland, Prestige PR 7758 | 27 |
| 8 | 8 | **THE ISAAC HAYES MOVEMENT** Enterprise ENS 1018 | 38 |
| 9 | 6 | **GULA MATARI** Quincy Jones, A&M SP 3030 | 22 |
| 10 | 12 | **INDIANOLA MISSISSIPPI SEEDS** Buddy Miles, CTI ARCS 715 | 9 |
| 11 | 14 | **SUMMUN BUKMUN UMYUN** Pharoah Sanders, Impulse AS 9199 | 9 |
| 12 | 9 | **HOT BUTTERED SOUL** Isaac Hayes, Enterprise ENS 1001 | 78 |
| 13 | 16 | **THEM CHANGES** Ramsey Lewis, Cadet LP 844 | 11 |
| 14 | 7 | **BLACK DROPS** Charles Earland, Prestige PR 7815 | 6 |
| 15 | 17 | **THE BEST OF JOHN COLTRANE—HIS GREATEST YEARS** Impulse A 9250 | 8 |
| 16 | 11 | **WES MONTGOMERY'S GREATEST HITS** A&M SP 4247 | 41 |
| 17 | 15 | **BURNING** Esther Phillips, Atlantic SD 1565 | 9 |
| 18 | — | **STONE FLOWER** Antonio Carlos Jobim, CTI 6002 | 1 |
| 19 | — | **OLD SOCKS NEW SHOES . . . NEW SOCKS, OLD SHOES . . .** Jazz Crusaders, Chisa CS 804 | 12 |
| 20 | — | **WE GOT TO LIVE TOGETHER** Buddy Miles, Mercury SR 61313 | 1 |

**Billboard SPECIAL SURVEY For Week Ending 1/9/71**


From The Music Capitals of the World


**DOMESTIC**


• *Continued from page 39*


### *CINCINNATI*

The Cincinnati Symphony Orchestra's first Open Door Concert of the season is scheduled for Music Hall Sunday (10), with **Johnny Mathis** as guest star. He was originally slated to appear Dec. 6, but a conflict in bookings made a reshuffle necessary. The remaining three concerts in the Open Door series will remain as scheduled: **Tribute to Martin Luther King**, Jan. 24; the **Alvin Ailey Dance Theater**, March 21, and **Nancy Wilson**, May 9.

**Grand Funk Railroad** pulled some 11,500 rock fans, near capacity, to Cincinnati Gardens Saturday night, Dec. 26. . . . Local Singer **Barbara Howard**, piloted by her hubby-manager **Steve Kirk**, appears Saturday (9) on "Upbeat," popular TV seg emanating from Cleveland. It marks her sixth national TV appearance in six months, including a double-header on the David Frost show. Barbara has been kept busy recently grinding out a series of telly commercials.

WKIX-TV's new country music half-hour series, which was slated to begin Sunday (3), has been forced to postpone its bow until early in February due to a delay in lining up suitable guest artists to appear with the show's host, **Bob Luman**. The pilot was shot recently at the Black Stallion, local country music haunt. . . . **Bill Ritchie**, general sales manager of WCPO-TV, has been named boosman at KTEW, new Scripps-Howard station in Tulsa, Okla.

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*Cartridge Television Videocassettes Video Discs*

**The International Conference** is the first world-wide symposium concentrating specifically on the new audiovisual frontiers. Businessmen from all over the world will have the unique opportunity to meet, discuss, exchange views and prepare for developments in the field of audiovisual cartridges and records.

**The Participants:**

The conference enables hardware and software manufacturers, programmers and other professionals involved in all facets of cartridge television, recording and distribution to discuss trends, techniques and prospects on an international level.

**The Program:**

**MONDAY, APRIL 19**

9:00 a.m.-11:00 a.m.

**Session 1**

**What Is the Unique Place of Cartridge TV in Entertainment and Education?**

Talk A. As seen from the U.S. Viewpoint
Talk B. As seen from the European Viewpoint
Talk C. As seen from the Japanese Viewpoint

**Session 2**

**How Creators of Video Disc and Cartridge TV Programs View Their Function**

Talk A. The role of the film and TV company in entertainment programming
Talk B. The role of the Educational film producing company
Talk C. The stake of the Recording Organization
Talk D. The Place of the Book and Magazine Publishing Company

**TUESDAY, APRIL 20**

9:00 a.m.-11:00 a.m.

**Session 3**

**Evaluating the Characteristics and Plans of Principal Systems**

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.

5:30 p.m.-7:30 p.m.

**Session 4**

**How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?**

Talk A. Appraising the Market in Schools and Universities
Talk B. Looking at Cartridge TV Use for Industry, Training and Information
Talk C. Evaluating the Applications for Home Instruction
Talk D. The Home Entertainment Market

**WEDNESDAY, APRIL 21**

9:00 a.m.-11:00 a.m.

**Session 5**

**Distribution Patterns**

Talk A. Direct sales to the Educational and Corporate Markets
Talk B. Problems and Profitability of Lease vs. Sale of Product
Talk C. A report on the Japanese Experience in Selling Cartridge TV
Talk D. What are the Most promising retail outlets for Product sale?

**THURSDAY, APRIL 22**

9:00 a.m.-11:00 a.m.

**Session 6**

**Key Considerations for Companies Entering the Cartridge TV Field**

Talk A. How and why companies are setting up a separate Cartridge TV Department
Talk B. Principal factors in developing a saleable product line for Cartridge TV
Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
Talk D. The alternatives of Industry Standardization vs. Competing Systems

5:30 p.m.-7:30 p.m.

**Session 7**

**Avoiding Legal Pitfalls in Copyright, and Royalty Matters**

Talk A. In U.S. and Canada
Talk B. In Western Europe
Talk C. In Japan and the Far East

*Due to the importance of the subject, this session will continue on Friday in a roundtable discussion with emphasis on royalties and related contractual arrangements.*

**FRIDAY, APRIL 23**

9:00 a.m.-11:00 a.m.

**Session 8**

**Creative Input for Successful Programming**

This session will show production methods for audio-visual programs that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.
Talk A. The Contribution of the Film Directors
Talk B. The Output of TV and Independent TV Producers
Talk C. The Creative Product Produced by the Record Companies

11:15 a.m.-1:00 p.m.

**Session 9**

**A Blueprint for Industry Action.**

A Panel Summation of the results of the conference

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Additional names can be sent in a separate letter.

# Col Ushers in New Year With Specially Priced LP's

NEW YORK — Columbia Records is beginning 1971 with specially priced Tchaikovsky and Wagner albums and major recordings by Pierre Boulez and Philippe Entremont. The latter is Entremont's first album as a conductor.

Columbia also is continuing its series of Charles Ives recordings, while Leonard Bernstein and the New York Philharmonic continue their Carl Nielsen series with the "Symphony No. 4."

The Boulez set, the first of his conducting his own work on Columbia, is a first recording of his difficult "Pli Selon Pli" with soprano Halina Lukomska, pianist Maria Bergmann, guitarist Paul Stingl, and mandolinist Hugo D'Alton. Boulez conducts the BBC Symphony.

Entremont's conducting debut is a Satie pressing. The noted pianist conducts the Royal Philharmonic. Many songs in an Ives set with soprano Evelyn Lear and baritone Thomas Stewart are receiving their first recording. Alan Mandel is the piano accompanist.

Eugene Ormandy conducts his Philadelphia Orchestra in a specially-priced Tchaikovsky ballet album. Ormandy and the Philadelphia also have a Shostakovich set, as well as the other specially-priced two-LP package, which contains Wagnerian music. The Juilliard Quartet have a three-record Beethoven set.

Odyssey releases center on Bruno Walter and the Columbia Symphony, who have a two-LP Mahler set, a Beethoven-Schubert pairing, and a Brahms disk. Violinist David Ostrakh is the soloist with Ormandy and the Philadelphia in Tchaikovsky's Completing the Odyssey is a program of Austrian harpsichord and clavichord music played by Igor Kipnis.

## FOSTER LEADS HOUSTON UNIT

HOUSTON—Lawrence Foster has been selected as the Houston Symphony's new conductor in chief. Foster is permanent guest conductor of the Royal Philharmonic in London.

The appointment of Foster fills a post created by two seasons following the dismissal of Andre Previn in May 1969.

Foster has been signed already for a total of 16 concerts this season with the Houston Symphony, the next ones coming in February and March when he will lead six dates vacated by the death of Sir John Barbirolli, conductor emeritus.

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# CMS Series Hits the Mark

NEW YORK—CMS' educational series, containing a short biography and compositions by great composers, is a new and welcome package.

The 12-set release is an excellent aid for teachers, students and parents, in that it offers biographical highlights in concise and easy-to-read fashion. Also included in the guide is a definition of musical terms, listing of recommended listening and reading, and the compositions heard on the record.

Composers on the package are Liszt, Mozart, Schubert, Beethoven, Mendelssohn, Haydn, Tchaikovsky, Bach, Chopin, Brahms, Schumann, Debussy. As for the musical selections of the works themselves, they represent a very adequate reading, done with professionalism, and geared to the buyer's needs.

The records may be bought individually, or come in two specially-priced volumes, six for the price of five.

# Presents Film On Beethoven

NEW YORK—Several leading artists are featured in the new "Ludwig van Beethoven" film, which had its world premiere performances at Philharmonic Hall, Dec. 13 and 27.

Among the participating orchestras in the film, produced and directed by Hans Conrad Fischer, are the Berlin Philharmonic, Concertgebouw Orchestra of Amsterdam, Vienna Symphony, Hamburg Philharmonic, Beethoven Hall Orchestra, Radio Prague Symphony, and Vienna Philharmonic, with conductors Herbert von Karajan, Lorin Maazel, Otto Klemperer, Leopold Ludwig, Eugen Jochum, Miltiades Caridis, Karl Boehm and Rafael Kubna.

Other artists include pianists Wilhelm Backhaus, Friedrich Gulda and Joerg Demus, organist Wolfgang von Karajan, vocalists Anja Silja, Theo Adam, Richard Cassilly, Ernst Wiemann and Michael Schopper, the Wilhelm Kempff-Henryk Szeryng-Ludwig Hoelscher Trio, the London Wind Soloists and the Vienna Academy Choir.

## Latin America Tape

• Continued from page 15

seller, Frenkel said cassettes are selling well—about 10 percent of his total tape volume. "There is even a demand for 4-track," he said, "although I consider it a dead configuration." He stocks a few titles to satisfy customers.

Frenkel believes the strong showing in prerecorded cassettes is linked to portability of cassette players, as well as the playback/record feature.

# 150 Schools Participate In Hungarian Competition

BUDAPEST—The Hungarian Broadcasting System's National Bartok Competition, open to nonmusical schools, attracted the participation of 150 school teams. Answers to the questions, which pre-supposed a fairly extensive knowledge of the Hungarian composer's music, had to be submitted to Radio Budapest within 24 hours.

Already, the preliminary jury, which has to decide which 24 schools would be selected as finalists in the competition, has found that even among the eliminated entries the standard of knowledge about Bartok and his music was greater than of most adult music lovers of, say, 20 years ago.

The teenage competitors had prepared for the semifinals contest for many weeks. They had listened to Bartok recordings at their schools before and after lessons.

The semifinals were held on Dec. 6. During an hour-long program, the 24 teams were quizzed separately in 24 different studios, where the replies to the questions were tape-recorded.

From this 24 hours of material, the jury panel will pick the eight schools who will take part in the final. The eventual first, second and third places will be decided between Feb. 15 and April 4.

The winning school will receive $3,333. With the prize money, the winning school can buy stereo equipment, records, etc., for further education purposes. Individually, there will be prizes for exceptionally fine contributions to the various schools' achievements in the contest—cash, vacations, etc.

Through the contest, it is hoped that the pupils will later become collectors of classical records. The contest was held to mark the 25th anniversary of Bela Bartok's death.

# Boepple, Professor, Dies

NORTH BENNINGTON, Vt. —Paul Boepple, a leading choral director and professor of music, died here early Dec. 21 of pneumonia. He was 74. He was director of the Desoff Choirs from 1937 to 1968, when he retired. His recordings with the choir have most recently appeared on Vox and Counterpoint.

Boepple also was on the music faculty at Bennington College from 1944 to 1964 and taught at Westminster Choir School in Princeton, N.J., and at the Chicago Musical College.

Boepple is credited with exposing U.S. audiences to Josquin des Pres, Claude LeJeune, Thomas Luis de Victoria, Heinrich Schuetz and other previously unheard composers for most Americans.

He also reintroduced such neglected stories as Handel's "Israel in Egypt," which he recorded, to U.S. audiences. Among the premieres he led was the world premiere of Honegger's "Judith" in Switzerland in 1924.

# Classical Films to Cartrivision

NEW YORK—Three classical music half-hour films have been leased to Avco's Cartrivision system by Av-Ed Films of Los Angeles.

The music programs are part of three series of cultural enrichment shows which Av-Ed is providing Cartrivision. The music shows are "La Danse Lumiere," "The Finland of Jean Sibelius" and "The Norway of Edvard Grieg."

Av-Ed is also providing 10 15-minute children's instructional films on arts and crafts, with each show designed to take the viewer through the process at his own learning pace. The Cartrivision machine will allow the viewer to back wind the tape and repeat sequences.

# Cons Form Band 1st LP on RCA

LOS ANGELES—A 50-voice chorus plus a 14-piece band has been formed by inmates of the Tehachapi men's penitentiary, and their first RCA LP is slated for release shortly.

RCA bought them sound equipment and instruments. And, like Capitol Records, which recently signed Donny Hall and released an LP cut at a women's prison, RCA is providing a financial base for the inmate welfare fund. The Tehachapi group's material is written by Sonny Brown, a musician-inmate who has composed scores of songs. The LP is titled "Tehachapi Sing Out."

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# BILLBOARD PREDICTS

## NEXT WEEK'S FASTEST MOVERS

These records have been selected by Billboard's Chart Department and the Billboard weekly computer rankings system to be those most likely to show the strongest gain in next week's Hot 100 Chart.

LONELY DAYS . . . Bee Gees, Atco

YOUR SONG . . . Elton John, Uni

IF I WERE YOUR WOMAN . . . Gladys Knight & the Pips, Soul (Motown)

I REALLY DON'T WANT TO KNOW/THERE GOES MY EVERYTHING . . . Elvis Presley, RCA

REMEMBER ME . . . Diana Ross, Motown

BORN TO WANDER . . . Rare Earth, Rare Earth (Motown)

AMOS MOSES . . . Jerry Reed, RCA

AMAZING GRACE . . . Judy Collins, Elektra

WATCHING SCOTTY GROW . . . Bobby Goldsboro, United Artists

GET UP, GET MOVE IT, GET INVOLVED . . . James Brown, King

I HEAR YOU KNOCKING . . . Dave Edmunds, MAM (London)

IF YOU COULD READ MY MIND . . . Gordon Lightfoot, Reprise

LET YOUR LOVE GO . . . Bread, Elektra

ONE BAD APPLE . . . Osmonds, MGM

1900 YESTERDAY . . . Liz Damon's Orient Express, White Whale

APEMAN . . . Kinks, Reprise

SWEET MARY . . . Wadsworth Mansion, Sussex (Buddah)

WHEN I'M DEAD AND GONE . . . McGuiness Flint, Capitol

MOTHER . . . John Lennon, Apple

# ACTION Records

## NATIONAL BREAKOUTS

### SINGLES

There are no National Breakouts this week.

### ALBUMS

GORDON LIGHTFOOT . . . Sit Down Young Stranger, Reprise RS 6392

# REGIONAL BREAKOUTS

### SINGLES

MIX-ED UP GUY . . . Joey Scarbury, Lionel 3208 (Canopy, ASCAP) (Los Angeles, Seattle)

WHO'S GONNA TAKE THE WEIGHT . . . Kool & the Gang, De-Lite 538 (Delightful/Gusto, Shapiro, BMI) (New York)

BAD WATER . . . Raeletts, TRC 1014 (Unart, BMI) (Philadelphia)

# Bubbling Under The HOT 100

101. JODY GOT YOUR GIRL AND GONE . . . Johnnie Taylor, Stax 0085
102. MAGGIE . . . Redbone, Epic 5-10670 (Columbia)
103. TIMOTHY . . . Buoys, Scepter 12275
104. I DIG EVERYTHING ABOUT YOU . . . Mob, Calcasso 130
105. FREEDOM . . . Isley Brothers, T-Neck 927 (Buddah)
106. BED OF ROSES . . . Statler Brothers, Mercury 73141
107. YOU'RE THE ONE . . . Three Degrees, Roulette 7097
108. MIX-ED UP GUY . . . Joey Scarbury, Lionel 3208
109. I LOVE YOU FOR ALL SEASONS . . . Fuzz, Cello 174 (Roulette)
110. THEME FROM LOVE STORY . . . Henry Mancini, RCA Victor 47-9927
111. NEVER MARRY A RAILROAD MAN . . . Shocking Blue, Colossus 123
112. MAMA . . . Mainje, MGM 14183
113. GOOD YEAR FOR THE ROSES . . . George Jones, Musicor 1425
114. NOW THAT I'VE FOUND YOU . . . Larry Santos, Evolution 1029 (Stereo Dimension)
115. PADRE . . . Marty Robbins, Columbia 4-45273
116. JOSHUA . . . Delly Parton, RCA Victor 47-9928
117. LOVE VIBRATIONS . . . David T. Walker, Zea 500005
118. FROM THE VERY START . . . Children, Ode '70 66005 (A&M)
119. RIGHT ON . . . Rascals, Atlantic 2773
120. BACK TO THE RIVER . . . Damnation of Adam Blessing, United Artists 50736
121. WAY BACK HOME . . . Jaxx Crusaders, Chise 8010 (Motown)
122. LONG WAY AROUND . . . Linda Ronstadt, Capitol 3031
123. TOGETHER WE TWO ARCHIES . . . Kirshner 63-5009 (RCA)

# Bubbling Under The TOP LP's

KAREN BETH . . . Harvest, Decca DL 75247

BREWER & SHIPLEY . . . Tarkio, Kama Sutra KSBS 2024 (Buddah)

SONG OF NORWAY . . . Soundtrack, ABC ABCS OC 14

DON NIX . . . In God We Trust, Shelter SHE 8902 (Capitol)

CAT STEVENS . . . Tea for the Tillerman, A&M SP 4280

BUTTERFIELD BLUES BAND . . . Live, Elektra 7E 2001

PERCY FAITH . . . Time for Love, Columbia C 30330

JOHNNY MATHIS . . . Sings the Music of Bacharach & Kaempfert, Columbia Q 30350

MATTHEWS SOUTHERN COMFORT . . . Second Spring, Decca DL 75242

INCREDIBLE STRING BAND . . . U, Elektra 7E 2002

GINGER BAKER'S AIR FORCE II . . . Also SD 33-343

CONWAY TWITTY . . . Fifteen Years Ago, Decca DL 75248

# Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

| This Week | Last Week | 2 Weeks Ago | 3 Weeks Ago | TITLE, Artist, Label & Number | Weeks On Chart |
|---|---|---|---|---|---|
| 1 | 7 | 19 | 32 | WATCHING SCOTTY GROW 4 Bobby Goldsboro, United Artists 50727 (BnB, BMI) | 4 |
| 2 | 4 | 4 | 7 | MOST OF ALL 6 B. J. Thomas, Scepter 12299 (Low-Sal, BMI) | 6 |
| 3 | 3 | 9 | 12 | THE GREEN GRASS STARTS TO GROW 5 Dianne Warwick, Scepter 12300 (Blue Sea-Chelp, ASCAP) | 5 |
| 4 | 2 | 1 | 1 | IT'S IMPOSSIBLE 12 Perry Como, RCA 74-0387 (Sunbury, ASCAP) | 12 |
| 5 | 1 | 2 | 2 | ONE LESS BELL TO ANSWER 12 Fifth Dimension, Bell 940 (Blue Seas/Jec, ASCAP) | 12 |
| 6 | 22 | — | — | I REALLY DON'T WANT TO KNOW/THERE THERE GOES MY EVERYTHING 2 Elvis Presley, RCA 47-9900 (Hill & Range, BMI/Blue Crest, BMI) | 2 |
| 7 | 5 | 5 | 6 | ROSE GARDEN 9 Lynn Anderson, Columbia 4-45252 (Lowery, BMI) | 9 |
| 8 | 6 | 3 | 3 | CAN'T STOP LOVING YOU 7 Ray Charles, ABC/Tangerine 10956 (Hotsie, BMI) | 7 |
| 9 | 9 | 15 | 20 | FOR THE GOOD TIMES 22 Roy Price, Columbia 4-45178 (Buckhorn, BMI) | 22 |
| 10 | 13 | 13 | 15 | MY SWEET LORD 6 George Harrison, Apple 2995 (Harrisongs, BMI) | 6 |
| 11 | 10 | 11 | 13 | MR. BOJANGLES 10 Nitty Gritty Dirt Band, Liberty 56197 (Coffillion-Denel, BMI) | 10 |
| 12 | 12 | 7 | 9 | HOYER HOUSE 7 Michael Nesmith & the First National Band, RCA 74-0365 (Screen Gems-Columbia, BMI) | 7 |
| 13 | 20 | 23 | — | 1900 YESTERDAY 3 Liz Damon's Orient Express, White Whale 368 (Lemess, BMI) | 3 |
| 14 | 8 | 6 | 5 | DOES ANYBODY REALLY KNOW WHAT TIME IT IS? 7 Chicago, Columbia 4-45264 (Aurelius, BMI) | 7 |
| 15 | 11 | 12 | 14 | FREE TO CARRY ON 7 Sandpipers, A&M 1227 (Almo/Panan, ASCAP) | 7 |
| 16 | 17 | 18 | 10 | KNOCK THREE TIMES 7 Dyan, Bell 930 (Pickwick/Hall of Tune-/Silbern/Saturday, BMI) | 7 |
| 17 | 25 | 32 | — | SINCE I DON'T HAVE YOU 3 Voques, Reprise 0969 (Southern, ASCAP) | 3 |
| 18 | 18 | 34 | — | YOUR SONG 3 Elton John, Uni 55265 (James, BMI) | 3 |
| 19 | 20 | 28 | — | FLESH & BLOOD 5 Johnny Cash, Columbia 4-45269 (House of Cash, BMI) | 5 |
| 20 | 14 | 10 | 8 | HE AIN'T HEAVY, HE'S MY BROTHER 9 Neil Diamond, Uni 55264 (Harrison, ASCAP) | 9 |
| 21 | 33 | — | — | BEAUTIFUL PEOPLE/WHEN THERE'S NO LOVE LEFT 2 Kenny Rogers, Tekira 45710 Avco Embassy-Kama Sutra, Atlantic 2778 Yellow Dog, BMI | 2 |
| 22 | 24 | 24 | 26 | Theme From LOVE STORY 4 Henry Mancini, His Orch and Chorus, RCA 47-9927 (Famous, ASCAP) | 4 |
| 23 | 26 | 26 | 30 | CHERYL MDANA MARIE 8 John Rowles, Kapp 2100 (Rosebridge, BMI) | 8 |
| 24 | 29 | 30 | 36 | SWEET CAROLINE 4 Bert Kaempfert and Orch., Decca 32772 (Stonebridge, ASCAP) | 4 |
| 25 | 16 | 16 | 16 | MORNING 7 Jim and Jean, RCA 47-9909 (Show Biz, BMI) | 7 |
| 26 | 27 | 35 | — | AMAZING GRACE 3 Judy Collins, Elektra 45709 (Rocky Mountain National Park, ASCAP) | 3 |
| 27 | 15 | 8 | 4 | STONEY END 12 Barbra Streisand, Columbia 4-45236 (Tuna Fish, BMI) | 12 |
| 28 | 37 | — | — | LONELY DAYS 3 Bee Gees, Atco 6795 (Casserole-Werner Tomerlane, BMI) | 3 |
| 29 | 21 | 21 | 25 | SING HIGH SING LOW 5 Frank Mcchia, Capitol 2988 (All Saints Crusade, BMI) | 5 |
| 30 | 40 | — | — | IF YOU COULD READ MY MIND 2 Gordon Lightfoot, Reprise 0973 (Early Morning, ASCAP) | 2 |
| 31 | 23 | 17 | 17 | HOW ARE THINGS IN CALIFORNIA? 6 Mason Shaffer, Reprise 0965 (Hollis, ASCAP) | 6 |
| 32 | 36 | — | — | LOVE THE ONE YOU'RE WITH 2 Stephen Stills, Atlantic 2778 (Gold Hill, BMI) | 2 |
| 33 | 39 | — | — | REMEMBER ME 2 Diana Ross, Motown 1176 (Jobete, BMI) | 2 |
| 34 | 34 | 36 | 37 | ODN'T LET THE GOOD LIFE PASS YOU BY 4 Mama Cass Elliot, Dunhill 4266 (Wingate, ASCAP) | 4 |
| 35 | — | — | — | LOSS OF LOVE 1 Ray Conniff & the Singers, Columbia 4-45267 (Northridge-Levine, ASCAP) | 1 |
| 36 | 37 | — | — | MORNING GIRL 2 Jim Pike, Capitol 3006 (Acuff-Rose, BMI) | 2 |
| 37 | 38 | — | — | SHOES 2 Stash Benton, Cotillion 44093 (Cotillion/Muscle Shoals, BMI) | 2 |
| 38 | — | — | — | Medley From SUPERSTAR 1 Assembled Multitude, Atlantic 2780 (Leeds, ASCAP) | 1 |
| 39 | — | — | — | FEELIN' KINDA SUNDAY 1 Arthur Prysock, Verve Forecast Stacks, Reprise 0980 (Don C, BMI) | 1 |
| 40 | — | — | — | BUILDING A HEAVEN 1 Miss Abrams & the Strawberry Point 4th Grade, Reprise 0972 | 1 |

Billboard SPECIAL SURVEY For Week Ending 1/9/71

# International News Reports

## Indie Producers Form An Association in Spain

MADRID—A Spanish Association of Independent Producers—made up of several leading independent record producers—has been formed.

The objects of the association are to promote all kinds of activities within their particular sphere, at the same time respecting the personality and individual freedom of each member to take whichever step he thinks best; to take a practical attitude toward problems facing the record industry; to defend their common interests; to maintain steady and favorable relations with similar organizations abroad as well as to promote overseas product of the associate members.

The association also wishes to become involved in the promotion and organization of artistic festivals; to help protect the morality and prestige of its profession; and to increase its numbers, particularly those producers who have proven records of professionalism as independents. The association, too, wants always to work in close co-operation with the large established record companies—to which it acknowledges publicly its gratitude as well as assuring these companies of the association members' continued collaboration.

The Association of Independent Producers brings together some of the best independent operators on the local scene. They include Luis Aguile, Angel Fabregas, Tony Martinez, Alain Milhaud, Juan Pardo, Tony Ronald and Alfonso Sainz, who represent the following labels: Als 4 Vents, Belter, Diabolo, Guiarra, Lola Records, Peplandia, Serie Pirata and Showman (distributed by Columbia, Movieplay, Odeon and RCA).

Also, Moises Julian Benmayor, of the association include Agus de Regaliz, Andres do Barro, Angie Cat, Camilo Sesto, Ginarito, Carlos Villa, Circus, Dany Daniel, Darwin Garcia, Dorian Biglowyez, Dulces Anos, Elisa Serna, Els Sapastres, Falsterbo 3, Estrataggema, Gabriel Ochoa, Genesis, Gilberto, H2-O, Ideas Jackie, Jairo, J.J. Mora, Julian Benmayor, Kerouacs, La Mosca, Las Madres del Cordero, Los Diablos, Luis Aguile, Manolo Diaz, Maquina, Mary Kennedy, Musica Disperso, Nena Cathrine, Nicolas, Nuevo Mundo, Pop Ruy-Blas, Pop Tops, Primer-Wagon, Rafa, Siglo XX, Taranto's, The Pebbles, T.R. Selection and Vertice.

## 'Cabaret' Gets 10 Staging Bids

HAMBURG—Ten West German theater directors are interested in staging the musical "Cabaret," the German performance rights of which are held by the Vienna's Theater an der Wien.

Under discussion is the foundation of a so-called "Kleine Kunstlermusical, which would help to reduce production costs. This project would be backed by the leading musical producers—Woelffer of Berlin, Plagmann of Munich and Collien of Hamburg.

The latter company, however, has dropped out of the negotiations because the owner decided to close the Hamburg Intermezzo as a consequence of not getting financial subsidies by Dec. 31.

## U.K. Sales Up, Up, Up

LONDON—Predictions made at the half-way mark of a hefty 1970 increase in manufacturers sales are confirmed in the September figures published by the U.K. Department of Trade and Industry.

Over the nine-month period, it is revealed, home sales were up by 27 percent, with exports increasing by 14 percent. Total sales, 25 percent higher than a year ago, were worth $61,266,000, compared with $77,640,000 for the whole of 1969.

Third quarter sales were worth $19,536,000, with September accounting for $7,603,000, 10 percent up on the same months last year, and apart from March the busiest month of the year.

Production figures disclose that pressing during the nine-month period were 9 percent ahead of 1969, with September itself reflecting similar increases in relation to the 10,188,000 records manufactured.

## 9 Composers to Produce Euro Entry for Finland

HELSINKI — A jury comprising members of the Finnish record companies and Oy Yleisradio Ab have chosen nine composers who will be invited to produce Finland's entry for the 1971 Eurovision Song Contest, to be held in Dublin, Eire, on April 3.

The selected composers are Eero Koivistoinen, Jukka Kuoppamaki, Rauno Lehtinen, Esko Linnavalli, Lasse Mikettonen, Jerry Ojanen, Jim Pembroke, Aarno Raninen and Veiko Tuomi.

But one of the composers—Toivo Karkio—has decided not to enter a song because the rules of Yleisradio's decision to eliminate all but the selected nine composers from the competition is wrong. He is also against the use of a so-called "expert" jury, instead of a general opinion poll in selecting Finland's representative.

According to Osai Kunnu, of Yleisradio's music department, the "so-called expert" jury was convened because new and detailed Eurovision rules had been received at a very late stage in proceedings and there was no time to arrange a competition open to all composers, together with a public

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## From The Music Capitals of the World

### SAN JUAN

**Pablo Iglesias**, Spanish singer and recording artist (Columbia Espanola) did a one-hour TV show on Channel 7. Iglesias is known for his two recent hits "Gwendolyne" "La Vida Sigue Igual" (Life Continues the Same). The is the first Puerto Rico visit for Iglesias.

**Frankie Valli** and **Four Seasons** (Philips) appeared at Club Tropicoro of the Caribe Hilton Hotel.

. . . **Los Chavales de Espana** (Teo) presented by Goya Food Products is the one-hour TV Christmas show on Channel 4. . . . **Bobby Capo** (Gema) appears at El Josco Nightclub, while **Pan Los Corrales**, also Gema Records, played the Hipocampo Nightclub. . . . Myrta Silva (Amonia) did a one-hour TV show on Channel 4 sponsored by Bacardi Distillers.

**Sandro**, Argentinian recording and film artist whose latest film "Muchacho" opened in state theaters in the San Juan area and four other houses in Ponce, Arecibo, Caguas and Aguadilla, is also the top-selling international recording artist in this market for CBS-Cayotronics. Sandro sings "Trigal," his 1970 hit, in this film and nine other songs. . . . "Cromwell" Columbia Pictures' 70mm film (Cap-Tell Records soundtrack album), opened at the New Broadway Theatre in San Juan and the new luxury house "UA Cinema 150," in the nearby Carolina sector.

**ANTONIO CONTRERAS**

### JOHANNESBURG

**Strike Vilakazi** has become the first non-white in the country to establish his own label. Three new single releases, "Souls of Thunder," "Mr. Big" and "Imali Ise Goli" (The Money Is in Johannesburg) by **Bess Kitsokoana** and her Queens, are known as Kwedla" mark the launching of the SDV label. Vilakazi composed and produced a hit some time back called "Meadowlands" for local group the Movers. . . . **Art Heatlie**, Trutone musical director, has written the theme and background music score for a documentary film "The Peace Game." The film has already won four international awards. . . . Independent record producer and disc jockey **David Gresham** — his first two productions **Sean Rennie's** "I'll Walk With You" and **Sam Evans'** "Ain't Love a Funny Thing" made the charts — has just struck his third production "Sacha" by the Eric Smith Movement enter the local charts. A sound breakthrough was made with "Sacha" recording in that a 35-piece orchestra was used on the country's first 8-track recording machine. Gresham's singles are released through EMI.

### HAMBURG

**The Les Humphrey** singers were presented with a gold disk award Dec. 23 following their success in many countries in Germany. Publisher **Hans Sikorsky** reports that the group hit the chart 1 spot in the Argentine with "Soolaimon" and has scored in the Dutch and Belgian charts as well. . . . Peer Musikverlage is publishing the first recording of Gilbert Becaud's "And When the War Is Over," in Germany, Austria, Switzerland, Benelux and Scandinavia. . . . **Peter Maffay** has been awarded a German gold disk, together with writers Michael Kuntze and Peter Orloff for his recording of "Du."

The presentation was made by Tanja Berg at a reception in Tunis organized by Teldec's **Guenther Breuninck.** . . . Teldec has released the first 2,000 copies of the Conved LP album. . . . The 40 millionth disk to be pressed at the Deutsche Grammophon plant in Hannover was produced the day before the 200th anniversary of Beethoven's birth. . . . **Erik Burdon and War** play Hamburg Jan. 9 followed by Duesseldorf (10), Munich (12) and Frankfurt (13) and Polydor is releasing a new double album to tie in with the tour. . . . Polydor has renewed its recording contract with bandleader **Alfred Hause.**

**WALTER MALLIN**

### MILAN

Phonogram has acquired distribution of the Ariosphere catalog which comprises ancient and contemporary music. . . . For the first time in Italy CBS-Sugar launched, in conjunction with Discografia Internazionale a contest, "Sondocks," for record retailers requiring them to make sales forecasts for the latest CBS releases. The prize is a week's holiday in London. . . . **Christie**, the U.K. group which has been two months in the Top Ten with "Yellow River," distributed by CBS-Sugar, will tour Italy for two weeks. . . . Composer/singer **Lucio Battisti** (Ricordi) has broken the grip of foreign records on the Italian charts with "Anna," published by Acqua Azzurra.

CISAS, one of the Italian artistic unions, has threatened to boycott the Canzonissima contest because of disagreements with RAI, the state-owned radio and TV company, over artists' and composers' royalties. . . . Lally Stott's "Suzy Chirpy, Cheep Cheep" published by Alfiere, is the first English song recorded in Italy to be released outside Italy. Philips will issue it in the U.K., Holland, France, Germany, U.S., Switzerland and Australia. . . . The Gesso Who were in Italy to promote their new single and the LP "Share the Land" RCA-Italiana. . . . **Ennio Morricone** has been appointed a&r manager of the EMI Pop International department. . . . Singer Massimo Ranieri (CBS), who is making his debut film, "Metti una sera a cena," represented Italy at the UNICEF Eurovision Gala in Lausanne. Meanwhile CBS has released Ranieri's second LP. . . . Italian avant garde group, the Trolls, formerly with Fonit-Cetra, have signed with RCA. . . . Franco Casselli has recorded an English single, "Colours Are Changing" which she will promote on U.K. TV and radio. . . . Jamsican singer **Desmond Dekker** is to visit Italy for concert and TV appearances.

. . . **Patty Pravo** (RCA) has recorded an Italian version of the **Jacques Brel** song, "Ne Me Quitte Pas."

**PEPPO DELCONTE**

### LONDON

A record number of U.K. participants for the MIDEM festival has been reported by **Roger Watkins**, U.K. representative for the MIDEM organization. Over 90 U.K. firms have booked stands and among the newcomers will be the MIDEM debut are Warner Bros. Music (U.K.), Pace International, Chrysalis, Beacon Records and Ambassador Music. The Music Copyright Protection Society (MCPS) will also be represented at MIDEM for the first time.

Pickwick International, the budget record company, has "adopted" the aircraft carrier Ark Royal and in future it will supply the ship's two radio stations with copies of all releases as they become available.

(Continued on page 46)

## Pathe-Marconi Classics Released

PARIS — Pathe-Marconi has launched a new category through the press emphasizing the high quality of HMV classical recordings.

In conjunction with the campaign, Pathe-Marconi has released a special sampler album with extracts from works by a wide range of composers from Vivaldi to Varese and various French orchestras, ensembles and soloists.

## Motown Plans Italian Drive

MILAN — The Tamla Motown group has now reached its height for position in Italy, according to Tamla European representative John Marshall, who was in Italy recently to negotiate a new distribution and sub-publishing deal for the group.

Marshall said that product from the Temptations, Edwin Starr and Rare Earth had made a big impact in France and he felt it would eventually break through more strongly in Italy.

"We are trying to arrange tours and television appearances in Italy for top artists in order to stimulate greater interest," Marshall added.

# ORTF French Writers Collection Takes President's Prize

PARIS—The Prize of the President of the Republic in this year's French Academie du Disque awards, has been made to a collection of previously unrecorded works by French composers on the ORTF label, distributed by Barclay.

Producer of the album, which features works by Ballif, Banchquart, Komites, Paer, Rivier, and Vierne, is Charles Duvelle of the ORTF and the award is made for promotion of French music.

Other awards announced at the presentation dinner at the Plaza Town Hall Dec. 18 in the presence of Valery Giscard d'Estaing, the French Finance Minister, are:

**Prix des Arts et Lettres:** Lieder by Schubert-Goethe, Schiller, Klopstock, Kenner and Matthisson by Dietrich Fischer-Dieskau and Gerald Moore (DGG). **Prix de la Ville de Paris:** (For the best phonographic production) The Trojans by Berlioz with Vickers, Veasy and Lindholm and the choir and orchestra of the Royal Opera Covent Garden conducted by Colin Davis (Philips). **Prix due Jury de l'Academie:** Beethoven's Triple Concerto by Oistrakh, Richter and Rostropovitch with the Berlin Philharmonic Orchestra conducted by Herbert von Karajan (EMI).

**Prix Florent Schmitt**—Contemporary music—to Le Quadrille de la Duchesse de Langeais by Jean Francaix (Charles Chaynes); Pour le Kamasutra (Jacques Charpentier) with Vincent Gemignani and the Paris Percussion Ensemble (Guilde Internationale du Disque—ARC). **Prix Jacques Roucher:** Eugene Onegin (Tchaikovsky) with Vishnevskaia, Alatortsev and Mazourok and the soloists, choir and orchestra of the Bolshoi Theatre conducted by Rostropovitch (Chant du Monde).—Peleas and Melisande (Debussy) with Shirley, Soederstrom and McIntyre and the soloists, choir and orchestra of Covent Garden directed by Pierre Boulez (CBS).

**Prix Andre Bauseggen:** First Hungarian recording of the complete works of Bartok by the Budapest Symphony Orchestra (Hungaroton, distributed by Discodis). **Prix Colette:** Memoires d'Un Mot (Paul Guth) (Vega). **Prix du Conservatoire:** Complete recorded works by France Clidat (Vega).—Les Soirees de Nazelles, Impromptu, Theme Varie and Napoli (Pouleno) by Jacques Fevrier (EMI).—Concerto pour Quadruor (Rotez), Archipel II (Boucourechliev) by the Quatuor Parrenin (ERATO).—Octour of Schubert by the Octuor de Paris (Classic, Barclay).

**Prix du Disque Lyrique:** Symphonie Harpsichord pieces by Couperin (Huguette Dreyfus) (Harmonia Mundi).

**Prix de la Musique Sacree:** Noel by the Choir of the Monks of the Ste. Pierre abbey, Solesmes conducted by Dom. J. Gajard (Decca). **Prix des Enfants de France:** Complete stories of Perrault told by R. Varte, J.P. Darras, J. Desailly, M. Dax, J. C. Drouot etc. (Ades-Petit Menestrel).

**Prix Frances Carco**—Yesteryear: Pastourelles, Rondes, Pavanes by Les Menestriers (Disques du Cavalier).—Yesterday: La Commune de Paris 187) by Les Quatre Barbus (SERP).—Today: l'Habite en France by Michel Sardou (Philips).

# This American is no.1 in France

photo : Bernard Lebon

EXCLUSIVITE CBS DISQUES THE MUSIC COMPANY

# JOE DASSIN

* No.1 ALBUM
LES CHAMPS-ELYSEES
6-1-70

No.1 Single
SIFFLER SUR LA COLLINE
9-1-68

* No.1 Single
MA BONNE ETOILE
12-7-68

* No.1 Single
C'EST LA VIE LILY
6-28-69

* No.1 Single
BILLY LE BORDELAIS
2-1-70

* No.1 Single
L'AMERIQUE
3-1-70

* All these records have hit No.1 place on the French National Hit Parade CIDD

# International Executive Turntable

**Mike Everett** named head of a&r RCA, U.K. together with the appointment of another Philips man, promotion manager **Richard Swainson**, as promotion manager U.K. repertoire, RCA. Everett joins RCA from Philips where he has been album co-ordinator for the past 14 months, having previously worked as assistant sales manager. Swainson, formerly with Radio London, Radio Caroline and MGM, will share promotion responsibility with **Tommy Loftus** who takes over plugging of U.S. material.

In a reorganization of the Philips U.K. management team, **Roy Tempest**, the former cassette product manager has been made pop product manager. Reporting to him will be **John Hardman**, special projects development, and **Paul Swinson**, both with responsibilities towards tape products. **John Franz** has been named head of a&r which includes **Brian Shepard** and **Andy Black**. **Tony Fleming** is the company's pro with special responsibilities for artists' development. **Don Percival** has been appointed pop promotions manager. Another new appointment is **Richard Thomas** to field sales manager. **Cameo Youte**, the former exports manager, will be returning to Holland and his post will be filled by **Howard Hamblin** who will coordinate the export department with his present duties in international promotions. In the realignments, which take effect from Jan. 1, all the marketing and sales department report to **Hilton Price** executive sales director, managing director **Fred Marks**. Administration departments including the press office remain as before.

**Steve Collyer**, for the past 18 months a broadcasting promotion man for Decca Records, moves to CBS succeeding former CBS promotion man **Dave Wargerson** who was recently appointed to the CBS label department. Collyer, also a songwriter published by Belwin Mills, will continue to work also as a composer. Tim Heath, son of the late band leader Ted Heath, replaces Collyer at Decca.

# CBS/Sony Gift Packs A Hot Japanese Seller

TOKYO—Just under $2.5 million worth of specially prepared "Gift Pack" albums sold out first for CBS/Sony in less than two months has been sold, announced Hiroshi Kanai, manager of CBS/Sony's international a&r, promotion and advertising section in the company's Tokyo head office. The records are in the "best-of-the-best" vein from pop, classical and light classical fields.

Taiji Nozaki, general manager, international, told Billboard that record retailers throughout Japan unanimously accepted the "gift pack" plan when it was first presented through the sales force and provided with special display wagons, posters, order blanks and samples of each of 20 record sets in the series. By the end of September some 250,000 orders had been received, and another 50,000 orders were in by the middle of October. CBS/Sony decided to limit production of the sets at 300,000 marks, thus living up to their claim that the records were "limited edition."

In-store promotions as well as local advertising and publicity was handled by the individual dealers in their own areas while nationwide campaigns were financed by CBS/Sony.

The majority of the orders were placed by dealers who had already sold the merchandise to waiting customers, helping to avoid the usual cash-crisis problem which restricts the size of stock-on-hand in Japanese retail outlets, said Nozaki. Planning for the series was begun far in advance of the usual holiday-season push.

The six top-selling items were, in order: Simon and Garfunkel, Herb Brabam and the Peanuts, Elvis, Percy Faith, Trio Los Panchos and Today's Great Movie Hits. The Donovan and the Bob Dylan packages were at the bottom of the popularity list.

Each "Gift Pack" sold for 3000 yen ($8.33) package. Also included were full-size posters of the artist or orchestras and pamphlets containing the liner notes, words and music and other information.

# CBS, U.K. to Launch Mid-Price Album Line

LONDON—CBS Records, one of the last of the major independent companies in this country to inaugurate a mid-price line of albums, is considering the launch of one, with a proposed name of Harmony, in February.

The label's catalog is likely to open with product from the heavy backlog of classical material, but by midyear will expand into popular repertoire. It is also understood that retail price may be in the $2.38 bracket.

The new label will not jeopardize existing agreements between CBS and Pye Records, which releases in British some of the material from the American Harmony catalog.

CBS is also working on a project to launch the Epic label in this country, possibly in January with an album by Sly and the Family Stone.

At the same time, Nems, whose label distribution through CBS has now expired, is considering a progressive label to be launched through EMI. Label administrator is Nems Stephen O'Rourke. Name of the label and other details are unknown at this time. EMI assistant managing director Mike White said that an agreement has been made with Nems but further particulars would not develop until after Christmas. The label would be launched in late January or early February.

# Pye's Profits Up —ATV Report

LONDON — Judging from the financial report just issued by Associated Television Corp., parent of Pye Records, for the 52 weeks ending last Oct. 11, the independent television franchise is down but the record business is up.

ATV group profit before government levy and taxation for that period was down by $1 million from the $10.2 million profit for the same period of 1969.

Profit from the firm's television activity alone, taken after levy, had declined from last year's figure of $916,000 to $250,000 for this year. Fortunately, ATV's other divisions have done somewhat better, including Pye Records which is said to be having its best year ever. The group profit statement is taken after deduction of the full 28 weeks' charge of $766,000 for interest on the Loan Stock 1990-95 Stock issued on the acquisition of Northern Songs which has been amounted to a deduction of $134,000, together with a further deduction of $460,000 this year for the cost of financing capital expenditure.

# CKGM Tops In Montreal Poll

MONTREAL—In the latest radio ratings, CKGM has become the city's leading AM rock station, beating the previous top rock station, CFOX.

The station has been playing rock since August 1969, without achieving anything spectacular. CKGM also has Montreal's only FM rock outlet. In the ratings, CKGM came in overall second, compared with CFOX in fifth place.

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. . . Associated British Picture Corp., EMI's principal entertainment subsidiary, is changing its name to EMI Film and Theatre Corp.

The company embraces all of EMI's film production and distribution activities, together with a number of other trading companies including the Grade organization, the Blackpool Tower company and EMI Film Music, previously called Associated British Music. . . . Elektra will make its debut via CBS distribution in February with a release of six albums, two of them two-record sets. The

**The Telephone Number Which Was Omitted From The A. Schroeder Music Corp. Ad In The "Talent In Action" Issue For Their London Office Is . . .**

**HYD 2506**

company will also release a mid-price sampler album entitled "Golden of Delights" featuring most of label's most commercial acts. . . . A&M's Rondor music company has concluded a deal to represent **Buddy Holly** Mills & Mills Music throughout the world.

Composer-arranger **John Cameron** has been signed to write the score for **Berthold Brecht's** "A Man Is a Man," which is being performed at the Royal Court Theatre in March. . . . **Alan Lester**, a former sales manager of the MCA company here, is launching his own company to be called Polymax Music which will manufacture its own cassette and cartridge players. Polymax will also issue its own cassettes; acquiring product from a record company as yet not named.

**PHIL PALMER**

# Diablos Gets A Gold Record

BARCELONA—Spanish vocal instrumental group, Los Diablos, has been given a gold disk award for "Un Rayo de Sol" (A Sunbeam) which broke all sales records for the Spanish pop music market. The group's record company, Odeon, state that sales of "Un Rayo de Sol" have passed the 410,000 mark.

The recording was also voted as 1971's "Song of the Summer" as a result of a contest organized by the local Radio Network SER and the weekly music magazine, El Musical. The record topped the Spanish charts for no less than 15 weeks—another first record.

The song was recorded in English by Los Diablos, under the title "Dancing in the Sun." It has been released in other European countries as well as in the U.S. The Spanish version was released throughout South America. Distribution, in each case, was through the EMI organization. "Un Rayo de Sol" ranked No. 1 in Israel and also scored heavily in the Dutch charts.

# Produce Euro Entry

• Continued from page 44

opinion poll which could well have brought in about 50,000 replies—a bad happening in past years.

The Finnish entry will be selected from eight candidates at a special TV ceremony—transmitted live, and in color—on Feb. 13.

# From The Music Capitals of the World

## HELSINKI

The Finnish branch of the IFPI is optimistic over plans to start Finnish national sales charts for LP's and singles. The charts—top 30—will be compiled from information supplied by a different sample of 40 retailers each time. To encourage dealer participation in the scheme, the IFPI branch is planning to offer retailers copies of the charts to display in their shops. . . . Finnleys sales manager **Osmo Ruokanen** will attend MIDEM this year. . . . Fonovox's entry into rock jobbing has been delayed until late this month. . . . A plan to present gold records to artists who have sold 10,000 albums is being considered by the Finnish record industry. If accepted, this will mean gold disks for the Beatles, Tom Jones, Simon and Garfunkel and the soundtrack from "The Sound of Music." In the single field, gold disks are awarded to records selling 30,000 —a figure achieved so far by only ten releases. . . . Sibelius Symphony No. 2 by the **Berlin Philharmonic Orchestra** conducted by Okko Kamu (DGG) has become the all-time best-selling classics album in Finland in the only six weeks of release. It has sold more than 4,000 copies.

The "George" trophy, awarded annually to the best Finnish jazz musician by the Finnish Jazz Federation has been presented to pianist Heikki Sarmanto. He is currently studying at the Berklee School, Boston. . . . The popular radio program "Lista" has ceased after a run of three years. The longest running hit has been "Iltatuulen Vietti" by Aikamiehet (Finlandia) which scored 1507 points during a run of 91 weeks. Second was "Kaskean et muuttua ois" by **Paul Anka** (Finlandia) with 1023 points. . . . New signings to the EMI stable include Swedish Scandia artist **Carola** and former Discophon artist **Viktor Klimenko**.

**KARI HELOPALTIO**

## DUBLIN

Polydor will shortly release a three LP set, "Fresh From the Can," with tracks by **Jimi Hendrix**, **Cream**, **Richie Havens**, **Who** and **Blues Project**. The three albums come in a box. . . . Polydor has also a third LP by **Tasty**, titled "Live Taste," all but one of the numbers are by Rory Gallagher. The exception is "Sugar Mama," among the other tracks are "Gipsy fish," "Same Old Song" and "Feel so Good." . . . Irish independent labels are having exceptional success with singles currently. Release the four disks in the Top 20 are **Dermot Hegarty**, **Jim O'Conner**, **Brendan Shine** and **Brian Coll**. And Philip has two singles in addition to those of recent months—**Margo** & **The Country Folk's** "I'll Forever Love Y'll Try to Forget" and **Dermot Henry** & **The Virginians'** "If Those Lips Could Only Speak Again."

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# DEE HIGGINS TO CUT SINGLE

TORONTO — Early Morning Productions' Dee Higgins returns to the studios this week to cut a single for an as yet unnamed label.

Early Morning's Al Meir said that David Bromberg would be among the musicians on the session. Bromberg's recent credits include Bob Dylan's "New Morning" album.

The single, which is being produced by Denis Murphy, will be cut at the recently completed Thundersculpture Studios, owned by Will Webster.

# Polydor U.K. Revamp, Increases Sales Force

LONDON—In a major revamp of marketing activities, U.K. Polydor has re-divided the territorial responsibilities of its sales force and increased the total strength from 22 to 34.

To cope with the company's drive towards greater concentration at the retail end of the business, Polydor has appointed two new area managers and 10 additional salesmen.

The new area chiefs, bringing the total to five, are George Hart, art and Gerry Smith, both promoted from the sales team. Wishart takes responsibility for Scotland and the northern counties, with Smith in control of the midlands of England, East Anglia and the home counties.

Under the new arrangement effective from January 1, sales manager Eddie Webster will have reporting to him sales manager Mike Hutches, plus the two new area chiefs and the existing supervisors, Bob Miller (London and southeast England), Biu Lamb (Midlands West of England, South Wales), and Ray Jenks (north West England, including North Wales).

Each area manager will control between three and six salesmen with the strength in some territories including a junior.

"The changes will enable us to concentrate more on the merchandising angle during the coming year," Webster told RR. "Under the old system we didn't really have time to give the dealers proper assistance with setting up stock to the best advantage. It will mean that the bigger dealer will receive more attention and with the introduction, dealers further down the scale, who perhaps were not visited regularly, will now get frequent calls."

Webster added that the enlarged sales force would also be briefed to endeavor to recruit more dealers into the Polydor Sound Sellers scheme, now over 2,000 strong, and to provide them with proper stock checks to enable them to derive full advantage from the special discounts being offered.

# Andover Acquires To Welt Co.

HAMBURG — Johann Michel's Melodie der Welt company has acquired the German sub-publishing rights to Lew Futterman's Andover Music (London) catalog until 1973.

Andover exclusively controls material from the writer members of the British group Hot, and generally specializes in the progressive rock fields.

# Process Reproduces Sheet Music on Film

• *Continued from page 1*

Berandol has collaborated with Bell & Howell in producing music-cache, a 1,000 fiche basic music library of standard classical repertoire. This library will be marketed to high schools, universities, music libraries and conservatories in the U.S. One of the advantages of the microfiche method is that it eliminates page-turning by members of an orchestra. The music can be produced on a screen the size of a shoebox on separate music stands.

Berandol is also negotiating with a piano and organ manufacturer to build a microfiche reader into certain models. Economic savings to prospective purchasers is "quite staggering," said Cruickshank who also noted that the cost of reproducing music on microfiche is less than 10 percent of the sheet music costs.

Berandol said that microimagery will be a billion dollar industry by 1975 and Cruickshank reports that several record companies have expressed interest in having microfiche custom-made for new classical releases.

## MCA Pushing Elton John

TORONTO — MCA's national promotion director, Allan Matthews, reports that the label is putting a strong promotional push behind Uni's Elton John. The single of "Your Song" is receiving heavy airplay from coast to coast, and many AM stations are programming cuts from the John album.

MCA has just released the cassette and 8-track configurations of the album. John will visit Toronto on his next North American tour.

## Moms & Dads Getting Push

TORONTO—MCA's Moms and Dads, a very strong West Canadian act, is getting a strong Eastern push from the company.

The group's first album, "Presenting the Moms and Dads," is nearing 50,000 sales. And the second album, "In the Blue Canadian Rockies," already over 30,000 units, claims MCA.

A single, "The Rangers Waltz," in addition, accounted for 40,000 copies, said MCA.

## Gamma Records To MIDEM

MONTREAL — Gamma Records, represented by Dan Lazare, will be participating with the Canadian delegation at MIDEM. For the first time the delegation is being sponsored by the Canadian government.

Gamma Records currently has an international hit by Robert Charlebois, "Ordinaire"—No. 1 in French Canada and doing well in France and Benelux. An Italian version has been released for the Italian market.

The company has released three singles, by Green and Staggs, Ellie and Country Fair.

## PHONOGRAM IN GLOBAL TIE

HAMBURG—Phonogram Tongesellschaft GmbH has signed a distribution contract with Global Records. The contract, which will be operative for several years, covers distribution rights for West Germany and Berlin, Austria and Switzerland, and takes effect as from Jan. 1.

Sole owner of Global Records is music publisher, Peter Kirsten.

## Chappell Deal With Tremblay

TORONTO — Chappell & Co. has signed a co-publishing deal with Georges Tremblay of Montreal. Chappell's Cyril Devereaux said that the worldwide deal involved Tremblay's recently formed Mojak Music (CAPAC) and Critermfort Music (BMI).

Tremblay is one of Quebec's most successful arrangers, with credits including Ginette Reno, Michel Richard and Pierre Lalonde.

Tremblay's production arm, Mojak Productions, has just completed a single with France Castel for RCA, and Tremblay is writing the complete soundtrack of a full length film, "Pas de Vacancies Pour Les Idoles."

He is also preparing an English and French album for Christine Chartrand.

# From The Music Capitals of the World

• *Continued from page 46*

its latest Pye single—an instrumental "Boola, Boola," the **Drifters Showband** is billed as **Drifter Sound**. . . . **Gerry Cronin**, of the Ohio **Showband**, appeared on Radio Eireann's "Singer & Song" series, which has already featured such artists as **Dana**, **Sonny Knowles**, **Dickie Rock** and **Tommy & Jimmy Swarbrigg**. The Ohio's latest Emerald single is "One Step Away From Nowhere."

**Love Affair** and **Fair Weather** will be here for dates during January. . . . **Roy Orbison** returns for a two-week tour around Easter. . . . **The Tremeloes** appeared on this year's Telefis Eireann Christmas Night Show, coinciding with the group's 25th Irish tour. The Trems performed in Castlebar, Kildare, Bandon, Carndonagh, Derry, Dublin and Cork. . . . The **Wolfe-Tones** is to have its own series on Telefis Eireann shortly. Starting at the end of this month, the folk group's guests will be **Patricia Cahill** and **Dermot O'Brien.** The series will run for 12 weeks. . . . Boy Pye's Marble Arch label and Decca's Eclipse have horoscope albums on the market. . . . **Skid Row** played dates in Belfast, Waterford, Cork, Limerick, Dublin and Newry, with **Duster Bennett** as its special guest. . . . **Dickie Rock & The Miami** played for three days in cabaret at the Tudor Rooms, Dublin. . . . Release issued the first LP by the **Emeralds.** The album—"The Emeralds of Wexford," includes the group's versions of "Boolavogue," "Deportees" and "Old Ireland Free Once More." . . . Irish Record Factors released the four-album boxed set, "World-wide 50 Gold Award Hits, Vol. 1," by **Elvis Presley**, complete with a 20-page photo book. . . . **The Freshmen's** "Peace on Earth" album was spotlighted by **Kid Jensen** on Radio Luxembourg. Sales in Ireland have topped 3,000 copies. . . . "Hair" is likely to be staged in Dublin, Belfast and Cork during 1971.

Honey issued "Once a Day," by **Chuck Winter/Michael O'Callaghan's** big band. . . . **Danny Doyle** is guest artist on **Tom & Paschal's** show, at the City Theater, Limerick. The show, which began on Dec. 26, will run for three weeks.

### JOHANNESBURG

German artist **Udo Jurgens** opened at Civic Theatre, Dec. 14. . . . Durban group and Polydor artists **The Third Eye** have recorded country's first rock suite, "Awakening." . . . Beach Boy **Carl Wilson** and South African non-white group the **Flame,** who have been for the past three years in the U.S., U.K., and Canada, arrived here Dec. 22 for tour of the country. Wilson is managing the group. PETER FELDMAN

### STOCKHOLM

Irish folk group, the **Johnstons** (Sonet), appeared on a recent Swedish TV program produced by **Mona Sjostrom.** The Johnstons toured Sweden last summer. . . . **Diddlers** (Sonet) has changed its title to **Lat Och Trall,** after switch-

*(Continued on page 48)*


# The Twentypercenters.

EMI enjoy a 20% share of the world record market. Which is quite impressive when you consider that, at a rough estimate, there are 4,999 other record companies battling for the business. To stimulate and satisfy world demand there is a strategic global placement of 30 EMI Companies and 20 licensee organisations. These are backed by the resources, research, experience, expertise and capital that enable EMI to keep ahead of the rest.

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EMI

THE GREATEST RECORDING ORGANISATION IN THE WORLD

EMI LTD., LONDON, ENGLAND.

# HITS OF THE WORLD

## AUSTRALIA

(Courtesy Go-Set)

| This Week | Last Week | Title |
|---|---|---|
| 1 | 1 | IT'S ONLY MAKE BELIEVE —Clea Campbell (Capitol) |
| 2 | 1 | LOOKING OUT MY BACK DOOR/LONG AS I CAN SEE THE LIGHT— Creedence Clearwater Revival (Liberty) |
| 3 | 3 | C'MACKLIN'-ROSIE—Neil Diamond (MCA) |
| 4 | 5 | SOUL DEEP—Joe Cocker/Miguel Rios (A&M) |
| 5 | 4 | LOOK WHAT THEY'VE DONE TO MY SONG, MA —New Seekers (Philips) |
| 6 | 9 | I THINK I LOVE YOU— Partridge Family (Bell) |
| 7 | 6 | JULIE, DO YA LOVE ME— Bobby Sherman (Metromedia) |
| 8 | 7 | JOANNE—Mike Nesmith (RCA) |
| 9 | 8 | MONTEGO BAY—Bobby Bloom (Polydor) |
| 10 | 10 | CLOSE TO YOU—Carpenters (A&M) |

## BRAZIL

SAO PAULO

(Courtesy I.B.O.P.E.)

| This Week | Title |
|---|---|
| 1 | MENINA—Paulinho Nogueira (Polydor) |
| 2 | CANDIDA—Dawn (Odeon) |
| 3 | EU TE AMO, MEU BRASIL—Os Incriveis (RCA) |
| 4 | WHERE DO I GO—Joelma La Rosa (RCA) |
| 5 | CRACKLIN' ROSIE—Neil Diamond (Chantecler) |
| 6 | PROCURANDO—Trio Nordestino (CBS) |
| 7 | PAIXAO DE UM HOMEM— Waldir Soriano (Continental) |
| 8 | NEVER MARRY A RAILROAD MAN—Sterling Blue (Polydor) |
| 9 | JOSE NALVA ADUIAR—(Beverly) |
| 10 | NAO CREIO EM MAIS NADA— Paulo Sergio (Caravelle) |

## BRAZIL

RIO DE JANEIRO

(Courtesy I.B.O.P.E.)

| This Week | Title |
|---|---|
| 1 | CANDIDA—Dawn (Odeon) |
| 2 | YELLOW RIVER—Christie (Epic) |
| 3 | PAIXAO DE HOMEN—Waldick Soriano (Continental) |
| 4 | NAO CREIO EM MAIS NADA— Paulo Sergio (Caravelle) |
| 5 | I'LL BE THERE—Jackson Five (Tamla Cat) |
| 6 | LONDON, LONDON—Gal Costa (Philips) |
| 7 | EU TE AMO, MEU BRASIL—Os Incriveis (RGE) |
| 8 | NEVER MARRY A RAIROAD MAN—Sterling Blue (Polydor) |
| 9 | JOSE—Nana Caymmi (Philips) |
| 10 | REFLECTIONS OF MY LIFE— Marmalade (London) |

## CANADA

(Courtesy Maple Leaf System)
*Denotes local origin

| This Week | Title |
|---|---|
| 1 | MY SWEET LORD/ISN'T IT A PITY—George Harrison |
| 2 | NO MATTER WHAT—Badfinger |
| 3 | BE MY BABY—Andy Kim |
| 4 | LET IT BE—*Beatles (Apple)—Fraser |
| 5 | BLACK MAGIC WOMAN—Santana (CBS) |
| 6 | THE TEARS OF A CLOWN—Smokey Robinson & The Miracles (Tamla) |
| 7 | DOMINO—Van Morrison (WB) |
| 8 | KNOCK THREE TIMES—Dawn |
| 9 | YOU DON'T HAVE TO SAY YOU LOVE ME—Elvis Presley |
| 10 | STONED LOVE—Supremes |

## ITALY

(Courtesy Discografia Internazionale)
*Denotes local origin

| This Week | Last Week | Title |
|---|---|---|
| 1 | 1 | CANNA/EMOZIONI—*Lucio Battisi (Ricordi)—Acqui Azzurro—Acqui Azzurro |
| 2 | 2 | IO E TE DA SOLI—*Mina (PDU)—PDU/Acqua Azzurra |
| 3 | 3 | L'ANNIVERSAMENTO— *Umberto Vanoni (Ariston)—Ariston |
| 4 | 4 | UN FIUME AMARO—*Iva Zanicchi (Ri-Fi)—Curci |
| 5 | 7 | MA CHE MUSICA MAESTRO—*Raffaella Carra (RCA)—Musical del Mese |
| 6 | 5 | GIRO L'E' GOT NEWS FOR YOU—*Equipe 84 (Map City)—Fans |
| 7 | 6 | SOUND D'AMORE— *Massimo Ranieri (CGD)—Non Ho L'Eta |
| 8 | 9 | AL BAR SI MUORE—*Gianni Morandi (RCA)—Curci |
| 9 | 8 | NANNI—*Nanni Arena and Disco/Mimo Polydor (Fontana)—Francia Oggi |
| 10 | — | VENTANNI—*Massimo Ranieri (CGD)—Arion |
| 11 | 11 | PAPA NOEL/MADRE—Black Sabbath (Vertigo)—Arcangelo |
| 12 | 10 | VIVO PER TE DOVE VAI—*Dik Dik (Ricordi)—Come Il Sole Quando Vuole |
| 13 | 10 | SPRING FOR ME/LAST WINTER AND FALL— Alternative Child (Mercury)—Aliere |
| 14 | — | L'UOMO E LA VALIGIA— *Mino Reitano (Durium)—Tiemara |
| 15 | 14 | BLACK NIGHT—Deep Purple (Harvest)—Warner Bros. |
| 16 | 19 | IO RITORNO—*Nicola Di Bari (Karusell)—Nicola Di Bari |
| 17 | 13 | BENEDETTO MARCELLO: ADAGIO—Soliti Noti (Curci Estate)—Curci |
| 18 | — | NON ANDARE VIA—*Patty Pravo (RCA)—Eredes |
| 19 | 12 | ROSE—*Orietta Berti—Donovan |
| 20 | 17 | IN THE SUMMERTIME— Mungo Jerry (Pye)—Curci |
| 21 | — | D'AI IMMIGRANT SONG/ BRON-Y-AUR STOMP— Led Zeppelin (Atlantic)—Warner Bros. |
| 22 | — | ANONIMO VENETIANO— *Nativo Cibriari (CAM)—Campi |
| 23 | — | LA MIA VITA NOSTRA VITA—Caterina Caselli (CGD)—Fama |
| 24 | 18 | TU SEI TU—*Eric Charden (Ricordi) |
| 25 | — | PORTAS ANDALUCES— *Antonio Carosello—Curci |

## ITALY

(Courtesy Music Labo Co., Inc.)
*Denotes local origin

| This Week | Title |
|---|---|
| 1 | KYOTO NO KOI—*Yuko Nagisa (Crestline)—Kyoto Musume |
| 2 | MANDOM—Jerry Wallace (Liberty) —Tokyo Onguku |
| 3 | HASHIRE KOTARO—*Salty Sugor (Victor)—Sunday |
| 4 | NEVER MARRY A RAILROAD MAN—Shocking Blue (Polydor)—Fantasy |
| 5 | IKIGAI—*Sinori Yuki (Express) —All Staff |
| 6 | AS THE YEARS GO BY— Manfredmann (CBS)—Sweet April |
| 7 | ONNA URANAI—*Yuji Minami (Nippon Columbia)—Tsuki |
| 8 | DAREKANO TO DAREKAKANA—*The Drifters (Toshiba)—Toshiba |
| 9 | WAKARETA ATODE—*Nanmi Chiaki (Columbia) |
| 10 | DAISHOBU—Kyoko Suizenji (Crown)—Crown |
| 11 | LET IT BE—*Beatles (Apple)—Toshiba |
| 12 | AI NO ITAZURA—*Hiroshi Uchiyamada & Asia Our Love (RCA)—Watanabe |
| 13 | ONNA WA KOI NI IKITEYUKU —*Keiko Fuji (RCA)—Nihon Geino |
| 14 | AI NO KIZUNA—*Hiroshi Abe (Kingo)—Watanabe |
| 15 | DANDI DANDI JALL—*Tol et Moi (Liberty)—Apple |
| 16 | 23 OR 4—Chicago (CBS/Sony) |
| 17 | SHINJITE HOSHII—*Masaki Kubota (RCA)—Sun |
| 18 | PINOCCHIO—Danielle Vidal (Decca)—Decca |
| 19 | GINZA NO ONNA—*Shinichi Mori (Victor)—Victor |
| 20 | MR. LONELY—Lettermen (Capitol) —Toshiba-Emi |

## MEXICO

(Courtesy Radio MIL)

| This Week | Title |
|---|---|
| 1 | Y VOLVERE—Los Angeles Negros (Capitol) |
| 2 | RIO AMARILLO (Yellow River)—Christie (Epic) |
| 3 | EN EL VERANO (In the Summertime)—Mungo Jerry (Pye) |
| 4 | REFLEXIONES DE MI VIDA (Reflexions of My Life)— Marmalade (Londres) |
| 5 | CARING—Los Rubys (Peerless) |
| 6 | CANDIDA—Dawn (Columbia) |
| 7 | CRISTAL DE ROCA—Sonia Lopez (RCA) |
| 8 | NENA, TENGO NOTICIAS PARA TI (Mother, I Have News for You)—Mardi Gras (Capitol) |
| 9 | EN MI GNDA (Spill the Wine)—Eric Burdon & War (MGM) |
| 10 | SUFRIR—Los Solitarios (Peerless) |

## SPAIN

(Courtesy of El Mundial)
*Denotes local origin

| This Week | Last Week | Title |
|---|---|---|
| 1 | 1 | TE QUIERO, TE QUIERO— *Nino Bravo (Fonogram)—Saphirio |
| 2 | 3 | QUIERO ABRAZARTE —*Manuel Mendez (Fonogram)—Fonotrans |
| 3 | 2 | EN EL VERANO (In MAR—Mungo Jerry (Pye)—Hispavox) |
| 4 | 5 | NEVER MARRY A RAILROAD MAN— Shocking Blue (Polydor)—Fonotrans |
| 5 | 4 | NEVER MARRY A RAILROAD MAN— Sterling Blue (Polydor)—Fonotrans |
| 6 | — | A LOS QUE NO HIRIO EL MOLINO—*Rocio Jurado Rte (Poplandia-RCA)—Symphaty |
| 7 | 6 | CUANDO LAS ACARICIAS— *Mari Trini (Hispavox)—Hispavox |
| 8 | 7 | YELLOW RIVER—Christie (CBS)—Odeon Editorial Fonomusic |
| 9 | 8 | EL CONDOR PASA—Simon & Garfunkel (CBS)—Odeon |
| 10 | — | SAN ANTON—*Andres do Barro (RCA)—RCA |

## SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

| This Week | Last Week | Title |
|---|---|---|
| 1 | 2 | LOOKY LOOKY—Giorgio (Gallotone)—MPA, Gallo |
| 2 | 1 | CRACKLIN' ROSE—Neil Diamond (MCA)—Ardmore & Beechwood, Gallo |
| 3 | 4 | PARANOID—Black Sabbath (Vertigo)—Ardmore & Beechwood |
| 4 | 5 | INDIANA WANTS ME—R. Dean Taylor (Tamla Motown)—Lastree, Teal |
| 5 | 3 | WOODSTOCK—Matthews Southern Comfort (MCA)—Francis, Day & Hueter, Gallo |
| 6 | 7 | ZANZIBAR—Wanda Arlett (Metromedia, Tristone)—Teal |
| 7 | 8 | YO YO—Osmonds—Andrews — MCA—Lastrie, Teal |
| 8 | — | YOU CAN GET IT IF YOU REALLY WANT—Desmond Dekker (I Too)—Essex, Gallo (I, Long-F, Kobi) |
| 9 | 6 | CHA-LA LA-LA—NEED YOU—Grassroots (Dunhill)—Copyright |
| 10 | — | RUBY TUESDAY—Melanie (Buddah)—Essex, Gallo |

# From The Music Capitals of the World

• *Continued from page 47*

ing its repertoire more to Swedish songs. . . . **Sting Brass** (Telstar) disbands after New Year's Eve. . . . **Philips-Sonora** is strongly promoting for the Vertigo label. . . . **CBS, Cupol** and Date released nine new albums during November and December. The Life Force with Swedish artists only. . . . Intersound has signed singer **Pierre Strom** and has released his first album. The label is distributed by CBS-Cupol. **Leif Illermas** has opened a club for artists: Club Grym. . . . EMI has released an album by the late **Jimi Hendrix** on the Stateside label called "Early Jimi Hendrix." Sonet has issued two albums by debut artist. One is by **Kerstin & Goran**; the other is by solo artist, **Claes af Geijerstam**. . . . The latter was once a member of the highselling Sonet group, **Ola & Jangers**. . . . Sonet has obtained the Swedish rights to distribute the U.K. label Village Things Records.

. . . **Gerry Bron**, of the Bron Organization, and **Rod Buckle** of Sonet Gramofon visited the Sonet offices in Stockholm on business. . . . **Royal** Band, Inc. is represented in Sweden by KSH Audio Center. . . . **Stan & Stanley** (Decca) visited East Berlin for appearances there. . . . **Roland Ljung** has released another single on the Flop label.

Frank Dahlberg-Scason, Svenska AB has signed an agreement with Automatic Radio International, Melrose, U.S.A., to market the U.S. company's product in Sweden. To demonstrate the Automatic Radio International product, a special display was arranged at the U.S. Trade Center in Stockholm on Dec. 8-12. . . . Pyramid Records, distributed by GDC, has released a number of records featuring accordion music. . . . Anette Records has started issuing cassettes and cartridges. . . . Electra strongly promoting U.S. singer, **Jack Dawson**, and Swedish-recorded album, "Now & Then" (RCA). . . . **Lars Hakanson** (MCA) has recorded a Swedish version of **Kris Kristofferson's** "Me & Bobby Mcgee." . . .

**KJELL E. GENBERG**

## TORONTO

**Liam Mullins** of A&M reports more than a dozen chartings on **Tundra's** "Band Bandit," the label's first entry into the Canadian talent scene. . . . Warner Bros. **Tom Williams** is re-servicing the "Just Good Old Rock 'n' Roll" album by the **Electric Prunes** and **Jerry Jeff Walker's** "Mr. Bojangles" set. . . . Top single at London's Ontario Branch is **Canned Heat's** "Let's Work Together." . . . **Engelbert Humperdinck** at the Elmwood Casino in Windsor, Feb. 26-March 6. . . . Interest in earlier **Moody Blues** albums, following the success of "A Question of Balance." . . . **Chris Kearney's** new single is "Rocking Chair Ride." . . . **Neil Young's** January appearance at Massey Hall is already sold out. . . . With UA's Billboard charting of "Official Music" by the **King Biscuit Boy**, several stations are now programming the LP as a U.S. hit album. . . . **Gulf** will put a single from the "Tom and Judy" album early in the next year. . . . A new album from **Beverly Glenn Copeland** is also expected in the early part of 1971 from GRT.

Toronto Sound's **Terry Brown** currently holidaying in hometown of London, England, with wife **Linda**. . . . **ARCAB's** newly appointed PR man, **Mike Doyle**, visited Toronto last week. . . . **Steve Miller Band** at the Vancouver Coliseum on Jan. 14. . . . Columbia has pulled the "Suzanne" single from **Leonard Cohen** album. **RITCHIE YORKE**


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# EMI Discussing Full Control of MfP Line

LONDON—The possibility of EMI gaining full control of the Music for Pleasure budget label is being discussed with joint owners, the International Publishing Corp., now part of Don Ryder's Reed International group.

EMI chief executive John Read told Billboard that initial talks regarding the future management of MFP had already taken place with Ryder and that a statement could be forthcoming in a few weeks time.

Read said that EMI was looking not just at the U.K. end of MFP but at all the company's outlets throughout the world. These involve jointly owned companies in France, Holland and Belgium and, since October, South Africa.

Introduced in the U.K. in September 1965 in partnership with the Paul Hamlyn Group, MFP also operates a wholly-owned IPC company in Australia. It is understood that in the initial phase of the Australian company, EMI declined the offers of a partner.

A spokesman for Reed International agreed that talks had taken place, but declined to comment further.

If a deal is concluded, then EMI already in complete control of the World Record Club mail order company, would thus be able to direct—and conceivably merge—all its non-conventional marketing activities.

# JANUARY

## IS JERRY LEE LEWIS MONTH.

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SR 61318 8 Track MC8 61318
Musicassette MCR4 61318

SR 61323 8 Track MC8 61323
Musicassette MCR4 61323

Featured top-selling releases.

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Musicassette SCR4 67104

SRS 67040 8 Track SC8 67040
Musicassette SCR4 67040

SRS 67117 8 Track SC8 67117
Musicassette SCR4 67117

SRS 67116 8 Track SC8 67116
Musicassette SCR4 67116

SRS 67131 8 Track SC8 67131
Musicassette SCR4 67131

SR 61278 8 Track MC8 61278
Musicassette MCR4 61278

■ Heavy national promotion ■ Specially prepared 60-second paid radio spots
■ Free in-store promotion kits with color banners, posters, streamers
■ Full-color outdoor advertising ■ Heavy radio promotion

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|---|---|---|---|---|---|---|
| FQ 4 | FM 11 | 2Q 19 | NM 26 | | Lewis albums help business pick up. | 2 |
| 3 | Hire more help. | 5 | They beat down the doors. | Open 24 hours a day. | 8 | 9 R. M. NIXON Born 1913 |
| Sell your Chevy. | Order Rolls Royce. | 12 | 13 | 14 | Money is such a bore. | 16 |
| 17 | 18 | Domestics are so tiresome. | 20 | 21 | 22 | 23 |
| 24 31 | 25 | 26 | Jackie leaves A.I. to marry you for your money. | 28 | 29 | 30 |

Look what's in store for you this month.

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# Spotlight Singles

NUMBER OF SINGLES REVIEWED THIS WEEK: 61

LAST WEEK: 52

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

## TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

**WILSON PICKETT—**
**DON'T LET THE GREEN GRASS FOOL YOU (2:46)**

(Prod. Staff) (Writers: Akines-Ballmon-Grayton-Turner) **(Assorted, BMI)**—Pickett's "Engine No. 9" took him right into the Top 20 . . . pop and soul. This swinging discotheque winner is a sure-fire follow-up with the same sales and chart potency. Flip: (No Information Available). **Atlantic 2781**

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

**SPINNERS—WE'LL HAVE IT MADE (3:15)**

(Prod. Stevie Wonder) (Writers: Wonder-Morris) **(Jobete, BMI)**—Group, produced by Stevie Wonder, went right up there with "It's a Shame." Follow-up rhythm number, penned by Wonder, is loaded with much of the recent Hit's potential. Flip: "Hey Whole World Ended (The Moment You Left Me)" (3:20) (Jobete, BMI). **V.I.P. 25060 (Motown)**

**FRIENDS OF DISTINCTION—I NEED YOU (3:12)**

(Prod. Ray Cork Jr.) (Writer: Peters) **(Golden Banana, BMI)**—Funky beat rocker is a powerhouse with more potency for sales and chart action than the recent "Time Waits for No One." Strong entry! Flip: "Check It Out" (2:58) (Brock, BMI) **RCA 74-0416**

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

**KING CURTIS—Whole Lotta Love (2:42)** (Prod. King Curtis) (Writers: Page-Plant-Jones-Bonham) (Super Hip, ASCAP) — Curtis wails with this swinging updating of the Led Zeppelin hit. A must for discotheques with much Top 40 and soul chart potential. **Atco 6779**

**BEDROCK—Don't Take Another (3:42)** (Prod. Bo Gantry & Tony Brunt) (Writer: Gantry) (Lima Bring, BMI)—From the pen of Bo Gantry comes a vital message concerning the drug disaster, set to a rock beat loaded with Top 40 potential. Epic **5-10697**

***HELEN REDDY—I Don't Know How to Love Him (3:16)** (Prod. Larry Marks) (Writers: Webber-Rice) (Leeds, ASCAP)—Another version of the much recorded ballad from the rock opera "Jesus Christ, Superstar." This one by a fine stylist, formerly of Chicago, now making noise in Australia. Well done commercial treatment. **Capitol 3027**

***KIMBERLYS—I Don't Know How to Love Him/Everything's Alright (3:58)** (Prod. Ray Ruff) (Writers: Webber-Rice) (Leeds, ASCAP)—Group combines two numbers from "Jesus Christ, Superstar" effectively with much programming appeal and sales potential. **Happy Tiger 572**

**MASON PROFFIT—Good Friend of Mary's (2:48)** (Prod. Bill Traut) (Writer: Cameron) (Rolling Meadows, ASCAP)—Interesting lyric line in this rock ballad with a strong vocal workout that could prove a hot Top 40 item. **Happy Tiger 570**

**GARRETT SCOTT—To Love (3:22)** (Prod. Doug McClure & Ted Cooper) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—The Goffin-King rocker comes on strong in this treatment with much Top 40 potential. **Vanguard 35123**

***MARIANO—The Bitter & the Sweet (2:51)** (Prod. Bobby Paris) (Writer: Mariano) (Yale Wexler/Highwood, BMI)—Mariano, formerly of Capitol, move to the label with a lush string rock ballad instrumental loaded with programming appeal. Top performance. **Kapp 2150**

**MANITOBA Featuring Joe Bowen—Come On Down to My Boat (2:45)** (Prod. Eddie Jason) (Fallowstone, BMI)—The past hit of Every Mother's Son is updated in a strong bluesy rock treatment with chart potential. Flip: "Dead End Street" is a solid updating of the Lou Rawls hit. **RCA 74-0417**

***GORDON BOSE—Shoe-Fly (3:07)** (Prod. Generation Gap & Don Sebesky) (Writers: Bose-Miller) (KnoWood/Generation Gap, ASCAP)—Infectious rhythm ballad loaded with Top 40 and Easy Listening programming appeal that could easily prove a felt fidd smash. Smooth performance. **Capitol 3028**

## HITS are SCORED in Billboard

## TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

**GEORGE HAMILTON IV—ANYWAY (2:32)**

(Prod. Bob Ferguson) (Writer: Bond) **(Acuff-Rose, BMI)**—Hamilton follows his Top 20 hit "Back Where It's At" with a plaintive Bobby Bond ballad that offers all of the sales and chart action of the recent hit. Flip: "The Best That I Can Do" (3:21) (Acuff-Rose, BMI). **RCA 47-9968**

**JIMMY DEAN AND DOTTIE WEST—SLOWLY (1:59)**

(Prod. Jerry Bradley) (Writers: Hill-Pierce) **(Cedarwood, BMI)**—Culled from their current chart LP, the duo have an out and out smash with this ballad bounty certain to reach the top. Fine performance of the Tommy Hill, Webb Pierce material. Flip: "Sweet Thang" (2:36). Shuckey/Sa-Ma, BMI). **RCA 47-9947**

**NORMA JEAN—THE KIND OF NEEDIN' I NEED (3:15)**

(Prod. Jerry Bradley) (Writer: Anderson) (Stallion, BMI)—From the pen of Bill Anderson comes an infectious rhythm item performed for its worth and headed right for a high chart spot. A jukebox must. Flip: "A Little Unfair" (3:31) (Tree, BMI). **RCA 47-9966**

## CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**BOBBY WAYNE—Harold's Super Service (1:55)** (Airefield/Shada 'Tree, BMI). **CAPITOL 3025**

**DUANE DEE—I've Bet to Sleg (3:55)** (Jangle, ASCAP). **CARTWHEEL 192**

**BATS BY SUNSHINE—Ray's Bar & Grill (3:05)** (Blue Echo, BMI). **ROYAL AMERICAN 25**

**JIM & JESSE—Freight Train (2:28)** (Maurice, ASCAP). **CAPITOL 3026**

**LINDA FLOWMAN — I'm So Lonesome I Could Cry** (Acuff-Rose, BMI). **JANUS 146**

**TOMMY HUBBARD—Lonesome Time (2:21)** (Purple Banner, BMI). **NASCO 013**

**JERRY LANE—The World's Youngest Dirty Old Man (2:25)** (Mayhew, BMI). **JANUS 147**

## TOP 20 SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

**WILSON PICKETT—DON'T LET THE GREEN GRASS FOOL YOU (See Pop Pick)**

**SPINNERS—WE'LL HAVE IT MADE (See Pop Pick)**

**FRIENDS OF DISTINCTION—I NEED YOU (See Pop Pick)**

**RUBY ANDREWS—YOU OLE BOO BOO YOU (2:45)**

(Prod. B. Eaton, R. Williams) (Writers: Eaton-Williams) (Bic-Will, ASCAP)—A sure-fire sales and chart topper for her recent double-sided hit "Can You Get Away/Everybody Saw," is this heavy blues ballad. One of her most commercial entries Pop appeal as well. Flip: "Gotta Break Away" (3:45) (Bic-Wil, ASCAP) **Zodiac 1020**

## CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

**ROY BROWN—Love for Sale (3:01)** (Gerlie/MBC, BMI). **MERCURY 73146**

**BOOGERS COLLINS—I'm Lovin' This Place (3:08)** (Jondora, BMI). **GALAXY 775**

**FUGI—I'd Rather Be a Blind Man** (Upright, BMI) **CADET 5677**

**BOBBY BYRD—If You Don't Work You Can't Eat (3:00)** (Dynatone, BMI). **KING 6345**

**JACKIE DAY—Guilty (3:20)** (Day & Davis, BMI). **PAULA 336**

**DONALD HEIGHT—Little Is Free (You Can Do What You Wanna Be) (2:49)** (Race Horse/Faus Trak, BMI) **HUBERT GUEST 102**

**VICTONES—I Need You (3:31)** (Hill & Benge, BMI). **FRONT PAGE 1001**

**CHIND FEASTER—Don't You Know Baby (3:40)** (Bazz, BMI). **STRAWBRS 90**

**All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.**



Copyright Billboard

# The Birth of James Taylor

A collector's item for every James Taylor fan!

EST-2

A special release on Euphoria Records.

promoted & marketed by the jubilee group 1790 broadway, n.y., n.y. 10019
a taylor-gorgoni production

available on Ampex Tapes

For Week Ending
JANUARY 9, 1971

STAR PERFORMER — Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association Of America seal of certification as "million seller." (Seal indicated by bullet.)

# Billboard HOT 100

| THIS WEEK | LAST WEEK | TITLE, Weeks On Chart<br>Artist (Producer) Label, Number (Distributing Label) |
|---|---|---|
| 1 | 1 | MY SWEET LORD/ISN'T IT A PITY 7<br>George Harrison (George Harrison/Phil Spector), Apple 2995 |
| 2 | 3 | KNOCK THREE TIMES ● 8<br>Dawn (Tokens & Dave Appell), Bell 936 |
| 3 | 2 | ONE LESS BELL TO ANSWER ● 12<br>Fifth Dimension (Bones Howe), Bell 940 |
| 4 | 5 | BLACK MAGIC WOMAN 9<br>Santana (Fred Catero/Santana), Columbia 4-45270 |
| 5 | 6 | I THINK I LOVE YOU ● 14<br>Partridge Family (Starring Shirley Jones & Featuring David Cassidy) (Wes Farrell), Bell 910 |
| 6 | 4 | THE TEARS OF A CLOWN 13<br>Smokey Robinson & the Miracles (Henry Cosby & "Smokey"), Tamla 54199 (Motown) |
| 7 | 7 | DOES ANYBODY REALLY KNOW WHAT TIME IT IS? 10<br>Chicago (James William Guercio), Columbia 4-45264 |
| 8 | 8 | STONED LOVE 10<br>Supremes (Frank Wilson), Motown 1172 |
| 9 | 21 | LONELY QAYS 6<br>Bee Gees (B.R.M. Gibb & R. Stigwood), Atco 6795 |
| 10 | 12 | STONEY END 11<br>Barbra Streisand (Richard Perry), Columbia 4-45236 |
| 11 | 17 | GROOVE ME 12<br>King Floyd (C. Wilkie), Chimneyville 435 (Collilion) |
| 12 | 15 | IT'S IMPOSSIBLE 9<br>Perry Como (Ernie Altschuler), RCA 74-0387 |
| 13 | 14 | PAY TO THE PIPER 9<br>Chairmen of the Board (Holland-Dozier-Holland), Invictus 9081 (Capitol) |
| 14 | 16 | RIVER DEEP—MOUNTAIN HIGH 7<br>Supremes & Four Tops (Ashford & Simpson), Motown 1173 |
| 15 | 9 | DOMINO 9<br>Van Morrison (Van Morrison), Warner Bros. 7434 |
| 16 | 11 | FOR THE GOOD TIMES 20<br>Ray Price (Don Law), Columbia 4-45178 |
| 17 | 25 | YOUR SONG 7<br>Elton John (Gus Dudgeon), Uni 55265 |
| 18 | 18 | ROSE GARDEN 7<br>Lynn Anderson (Glenn Sutton), Columbia 4-45252 |
| 19 | 20 | ONE MAN BAND 8<br>Three Dog Night (Richard Podolor), Dunhill 4262 |
| 20 | 23 | IF I WERE YOUR WOMAN 7<br>Gladys Knight & the Pips (Clay McMurray), Soul 35078 |
| 21 | 13 | NO MATTER WHAT 11<br>Badfinger (Mal Evans), Apple 1822 |
| 22 | 10 | GYPSY WOMAN 19<br>Brian Hyland (Del Shannon), Uni 55240 |
| 23 | 24 | IMMIGRANT SONG 8<br>Led Zeppelin (Jimmy Page), Atlantic 2777 |
| 24 | 27 | LOVE THE ONE YOU'RE WITH 5<br>Stills (Stephen Stills & Bill Halverson), Atlantic 2778 |
| 25 | 32 | WE GOTTA GET YOU A WOMAN 9<br>Runt (Todd Rundgren), Ampex 31001 |
| 26 | 22 | HE AIN'T HEAVY . . . HE'S MY BROTHER 10<br>Hall Diamond (Neil Diamond & Tom Catalano), Uni 55264 |
| 27 | 26 | BE MY BABY 10<br>Andy Kim (Jeff Barry), Steed 729 (Paramount) |
| 28 | 31 | GAMES 10<br>Redeye (Al Schmitt), Pentagram 204 (Viva-MCA) |
| 29 | 35 | I REALLY DON'T WANT TO KNOW/ THERE GOES MY EVERYTHING 3<br>Elvis Presley, RCA 47-9868 |
| 30 | 34 | (Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO 8<br>Curtis Mayfield (Curtis Mayfield), Curtom 1955 (Buddah) |
| 31 | 47 | REMEMBER ME 3<br>Diana Ross (Nicholas Ashford & Valeria Simpson), Motown 1176 |
| 32 | 36 | BORN TO WANDER 5<br>Rare Earth (Tom Baird), Rare Earth 5021 (Motown) |
| 33 | 33 | STOP THE WAR NOW 4<br>Edwin Starr (Norman Whitfield), Gordy 7104 |
| 34 | 30 | CAN'T STOP LOVING YOU 8<br>Tom Jones (Peter Sullivan), Parrot 40056 (London) |
| 35 | 19 | 5-10-15-20 (25-30 Years of Love) 15<br>Presidents (Van McCoy), Sussex 207 (Buddah) |
| 36 | 50 | AMOS MOSES 11<br>Jerry Reed (Chet Atkins), RCA Victor 47-9904 |
| 37 | 48 | AMAZING GRACE 5<br>Judy Collins (Mark Abramson), Elektra 45709 |
| 38 | 40 | MR. BOJANGLES 8<br>Witty Scitty Dirt Band (William E. McEuen), Liberty 56197 |
| 39 | 58 | WATCHING SCOTTY GROW 3<br>Bobby Goldsboro (Bob Montgomery & Bobby Goldsboro), United Artists 50727 |
| 40 | 42 | MOST OF ALL 7<br>B. J. Thomas (Buddy Buie & Steve Tyrell), Scepter 12299 |
| 41 | 53 | GET UP GET INTO IT GET INVOLVED 2<br>James Brown (Brown, Byrd, Lenhoff), King 6347 |
| 42 | 43 | SILVER MOON 7<br>Michael Nesmith & the First National Band (Michael Nesmith), RCA 74-0399 |
| 43 | 62 | I HEAR YOU KNOCKING 3<br>Dave Edmunds (Dave Edmunds), MAM 3603 (London) |
| 44 | 45 | THE GREEN GRASS STARTS TO GROW 6<br>Dianne Warwick (Burt Bacharach), Scepter 12300 |
| 45 | 37 | I'M NOT MY BROTHER'S KEEPER 13<br>Fleming Ember (William Weatherspoon/Raynard Miner), Hot Wax 7006 (Buddah) |
| 46 | 46 | ONLY LOVE CAN BREAK YOUR HEART 12<br>Neil Young (Neil Young & Dave Briggs), Reprise 0958 |
| 47 | 38 | DO IT 10<br>Neil Diamond (Jerry Barry & Ellie Greenwich), Bang 580 |
| 48 | 56 | PRECIOUS PRECIOUS 6<br>Jackie Moore (David Crawford), Atlantic 2681 |
| 49 | 76 | (Do the) PUSH & PULL (Part I) 2<br>Rufus Thomas (Al Bell & Tom Nixon), Stax 0078 |
| 50 | 71 | IF YOU COULD READ MY MIND 3<br>Gordon Lightfoot (Lenny Waronker & Joe Wissert), Reprise 0973 |
| 51 | 51 | MORNING 7<br>Jim Ed Brown (Bob Ferguson), RCA Victor 47-9909 |
| 52 | 52 | RUBY TUESDAY 6<br>Melanie (Peter Schekeryk), Buddah 202 |
| 53 | 54 | SOMEBODY'S WATCHING YOU 5<br>Little Sister (Sly Stone), Stone Flower 9001 (Atlantic) |
| 54 | 55 | FLESH & BLOOD 5<br>Johnny Cash (Bob Johnston), Columbia 4-45269 |
| 55 | 41 | IF YOU WERE MINE 15<br>Ray Charles (Joe Adams), ABC/TRC 11273 |
| 56 | 57 | ALL I HAVE 8<br>Moments (George Kerr & Sylvia), Stang 5017 |
| 57 | 79 | LET YOUR LOVE GO 2<br>Bread (David Gates Together With Griffin/Royer), Elektra 45711 |
| 58 | 63 | THEY CAN'T TAKE AWAY OUR MUSIC 4<br>Eric Burdon & War (Jerry Goldstein), MGM 14196 |
| 59 | 59 | MEAN MISTREATER 3<br>Grand Funk Railroad (Terry Knight), Capitol 2996 |
| 60 | 73 | BRIDGET THE MIDGET (The Queen of the Blues) 4<br>Ray Stevens (Ray Stevens), Barnaby 2024 (Columbia) |
| 61 | 65 | TEMPTATION EYES 3<br>Grass Roots (Steve Barri), Dunhill 4263 |
| 62 | 67 | YOUR TIME TO CRY 4<br>Joe Simon (John Richbourg & Joe Simon), Spring 108 (Polydor) |
| 63 | 64 | GYPSY QUEEN, Part I 6<br>Gypsy (Enrico Rosenbaum, Jim Walsh & Glen Pace), Metromedia 202 |
| 64 | 78 | ONE BAO APPLE 2<br>Osmonds (Rick Hall), MGM 14183 |
| 65 | 69 | CHURCH ST. SOUL REVIVAL 3<br>Tommy James (Tommy James & Bob King), Roulette 7093 |
| 66 | 74 | 1900 YESTERDAY 3<br>Liz Damon's Orient Express (George J. O. Chun), White Whale 368 |
| 67 | 49 | STEALER 7<br>Free (Free), A&M 1230 |
| 68 | 61 | PARANOID 7<br>Black Sabbath (Rodger Bain), Warner Bros. 7437 |
| 69 | 60 | I CAN'T GET NEXT TO YOU 8<br>Al Greene (Al Greene Willie Mitchell), HI 2182 (London) |
| 70 | 66 | BLACK NIGHT 6<br>Deep Purple (Deep Purple), Warner Bros. 7405 |
| 71 | 88 | APEMAN 2<br>Kinks (Raymond Douglas Davies), Reprise 0977 |
| 72 | 75 | HE CALLED ME BABY 2<br>Carnet Staton (Rick Hall), Fame 1476 |
| 73 | 84 | GOO BLESS WHOEVER SENT YOU 4<br>Originals (Clay McMurray), Soul 35079 |
| 74 | 86 | I'M SO PROUD 5<br>Merle Ingredient (Silvester, Simmons, McPherson), RCA Victor 74-0401 |
| 75 | 95 | THIS LOVE IS REAL 4<br>Jackie Wilson (Paul Davis), Brunswick 55443 |
| 76 | 81 | HOLLY HOLY 3<br>Jr Walker & the All Stars (Johnny Bristol), Soul 35081 (Motown) |
| 77 | 77 | ARE YOU MY WOMAN 4<br>Chi-Lites (Eugene Record), Brunswick 55442 |
| 78 | 82 | SUPERSTAR 9<br>Murray Head With the Trinidad Singers (Tim Rice-Andrew Lloyd Webber), Decca 732803 |
| 79 | 72 | HEARTBREAK HOTEL 5<br>Frijid Pink (Pik Unlimited & Vinny Testa), Parrot 352 (London) |
| 80 | 94 | O.D.A. 2<br>Bloodrock (Terry Knight), Capitol 3009 |
| 81 | 87 | SHOES 3<br>Brook Benton with the Dixie Flyers (Arif Mardin), Cotillion 44093 |
| 82 | 85 | BURNING BRIDGES 6<br>Mike Curb Congregation (Perry Botkin, Jr.), MGM 14151 |
| 83 | 91 | SWEET MARY 3<br>Wadsworth Mansion (Jim Calvert & Norman Merzano), Sussex 209 (Buddah) |
| 84 | 96 | CHERYL MOANA MARIE 2<br>John Rowan (Norris Penrow), Kapp 2102 |
| 85 | — | WHEN I'M OEAO AND GONE 1<br>McGuinness Flint (Glyn Johns), Capitol 3014 |
| 86 | — | BEAUTIFUL PEOPLE 1<br>New Seekers (Dave McKay), Elektra 45710 |
| 87 | — | MOTHER 1<br>John Lennon/Plastic Ono Band (John & Yoko & Phil Spector), Apple 1827 |
| 88 | — | FRESH AS A OMISY 1<br>Emitt Rhodes (Emitt Rhodes & Harvey Brusk), Dunhill 4267 |
| 89 | 89 | WE GOT TO LIVE TOGETHER 5<br>Buddy Miles (Robin McBride & Buddy Miles), Mercury 73159 |
| 90 | — | PROBLEM CHILD 1<br>Mark Lindsay (Jerry Fuller), Columbia 4-45266 |
| 91 | 97 | THERE IT GOES AGAIN 2<br>Nazz (Todd Rundgren (New Chicago Sound), Ardee 3001 |
| 92 | — | REVIVAL (Love Is Everywhere) 1<br>Allman Brothers Band (Tom Dowd), Capricorn 8011 (Atco) |
| 93 | 99 | NOW I'M A WOMAN 2<br>Nancy Wilson (Staff for Gamble-Huff), Capitol 2934 |
| 94 | 98 | YOU JUST CAN'T WIN (By Making the Same Mistake) 2<br>Gene & Jerry (Gene & Jerry), Mercury 73163 |
| 95 | — | IT'S UP TO YOU PETULA 1<br>Edison Lighthouse (Chris Arcade, David Martin & Geoff Morrow), Bell 960 |
| 96 | — | YOU'RE A BIG GIRL NOW 1<br>Stylistics (Marty Bryant & Bill Perry Prod.), Avco Embassy 4535 |
| 97 | 100 | I GOT TO TELL SOMEBODY 3<br>Betty Everett (Calvin Carter), Fantasy 652 |
| 98 | — | ONE NIGHT STAND 1<br>Magic Lanterns (Steve Roland), Big Tree 109 |
| 99 | — | FLY LITTLE WHITE DOVE FLY 1<br>Bells (Cliff Edwards), Polydor 15018 |
| 100 | — | WHERE ARE WE GOING 1<br>Bobby Bloom (John Linde, Vinnie Testa, M. L. Lane), Roulette 7095 |

## HOT 100 A TO Z—(Publisher-Licensee)


All I Have (Bendor, BMI) 38
Amazing Grace (Unichappell/Harrison Nat'l Park, ASCAP) 38
Amos Moses (Vector, BMI) 38
Apeman (Carlin/Hornsey, BMI) 77
Are You My Woman (Julio-Brian, BMI) 77
Be My Baby (Title/Mother Bertha, BMI) 27
Beautiful People (Anne Enkeboy/Fanne Rippa/Andonia, ASCAP) 86
Black Magic Woman (Gypsy Eye, BMI) 4
Black Night (EMI, BMI) 70
Born to Wander (Insis & Van Stock, ASCAP) 32
Bridget the Midget (the Queen of the Blues) (Ahab, BMI) 60
Burning Bridges (Hastings, BMI) 82
Can't Stop Loving You (Patland, BMI) 34
Church St. Soul Revival (Big Seven, BMI) 65
C.O.D. (Lodge/Sail, BMI) 50
Do It (Tallyrand, BMI) 47
(Do the) Push & Pull (Part I) (East/Memphis, BMI) 49
Does Anybody Really Know What Time It Is? (Big Elk/Aurelius, BMI) 7
Don't Worry (If There's a Hell Below We're All Going to Go (Curtom, BMI) 30
Dream Lover (Screen Gems-Columbia, BMI) 57
Easy to Be Hard (Trio/Trio, BMI) 57
Fire (Bourne, BMI) 70
Flesh and Blood (Hawk of Music, BMI) 54
Fly Little White Dove Fly (Bambino, ASCAP) 99
For the Good Times (Tree, BMI) 16
Fresh as a Daisy (Terry Fox, ASCAP) 88
Games (Unicornsea, BMI) 28
Get Up Get Into It Get Involved (Cried, BMI) 41
God Bless Whoever Sent You (Jaberu, BMI) 73
Gypsy Queen, Part I (Ahab, BMI) 63
Gypsy Woman (Brian Hyland, BMI) 22
Heartbreak Hotel (Tree, BMI) 79
Holly Holy (Poplar, BMI) 76
I Can't Get Next to You (Jobete, BMI) 69
I Got to Tell Somebody (Belen, BMI) 97
I Hear You Knocking (Arc, BMI) 43
I Really Don't Want to Know (Hi-Lo, BMI) 29
I Think I Love You (Screen Gems-Columbia, BMI) 5
I Will Drink the Wine (Chappell, BMI) 17
If You Could Read My Mind (Early Morning, ASCAP) 50
If You Were Mine (Unart, BMI) 55
I'm Not My Brother's Keeper (Gold Forever, BMI) 45
I've Been Loving You Too Long (To Stop Now) (Interdapt Song Syndicate, ASCAP) 11
Immigrant Song (Hampton Grand, BMI) 23
Isn't It a Pity (Harrisongs, BMI) 1
It's Impossible (Famous, ASCAP) 12
It's Up to You Petula (Beckett, BMI) 95
Knock Three Times (Tokeno/Famous/Tillem/Stansbury, BMI) 2
Let Your Love Go (Screen Gems-Columbia, BMI) 57
Lonely Days (Gandalf/Mighty Tempest/Seven Seas, BMI) 9
Love the One You're With (Gold Hill, BMI) 24
Make It With You (Screen Gems-Columbia, BMI) 57
Mean Mistreater (Mother Bertha, BMI) 59
Memphis Soul Stew (Pronto, BMI) 67
Mr. Bojangles (Cherry Lane, BMI) 38
My Sweet Lord (Harrisongs, BMI) 1
Mother (Maclen, BMI) 87
Most of All (Low-Sal, BMI) 40
Motor Head Baby (Hastings, BMI) 91
My Sweet Lord (Harrisongs, BMI) 1
No Matter What (Apple, ASCAP) 21
Now I'm a Woman (Jobete, BMI) 93
Oh Happy Day (Lexington, BMI) 1
One Less Bell to Answer (Hotsy Totsy, BMI) 3
One Man Band (Three Dog Night Screen Sons/Jec, ASCAP) 19
One Way Street (Screen Gems-Columbia, BMI) 57
Only Love Can Break Your Heart (Broken Arrow/Cotillion, BMI) 46
Personal (Tra-Andrew, ASCAP) 94
Put a Little Love in Your Heart (Jobete, BMI) 1
Precious Precious (Cotillion, BMI) 48
Proud Mary (Jondora, BMI) 1
Remember Me (Jobete, BMI) 31
Revival Goes to Everybody (Big Seven, BMI) 92
Rose Garden (Combine, BMI) 18
Ruby Tuesday (Gideon, BMI) 52
Silver Moon (Screen Gems-Columbia, BMI) 42
Somebody's Watching You (Daly City, BMI) 53
Stand Love (Jobete, BMI) 16
Stealer (Free Music, BMI) 67
Stop the War Now (Jobete, BMI) 33
Superstar (Leeds, ASCAP) 78
Sweet Mary (Sandy Key/Hawk, BMI) 83
Tears of a Clown (Jobete, BMI) 6
Temptation Eyes (Trousdale, BMI) 61
There Goes My Everything (Glad, BMI) 99
There It Goes Again (Ardee, ASCAP) 91
This Is Love Real (Unart/Music Fair Out, ASCAP/Jobete, BMI) 75
This Love Is Real (Julio-Brian/Jaclen, BMI) 75
Thousand Miles Away (Jobete, BMI) 1
We Got to Live Together (Miles Ahead, ASCAP) 89
We Gotta Get You a Woman (Screen Gems-Columbia, BMI) 25
What Am I Gonna Do (Low-Sal/Big Seven, BMI) 1
Where Are We Going (Screen Sons, BMI) 100
Who Is Gonna Love Me (Jobete, BMI) 1
Yesterday (Carlhand/Fechtel, BMI) 66
You Just Can't Win (Jobete, BMI) 94
You're a Big Girl Now (Jobete, BMI) 96
You're a Big Girl Now (Arwin/Shearmark, BMI) 96

# *Diana*

ROSS SINGS...
(BUT YOU KNEW THAT ALREADY)

NICK ASHFORD AND
VALERIE SIMPSON
WRITE AND PRODUCE
(LIKE DIANA'S LAST HIT
"AIN'T NO MOUNTAIN HIGH ENOUGH"
... FOR INSTANCE)
NOW THEY'RE TOGETHER AGAIN
ON DIANA'S NEWEST SINGLE,

## "REMEMBER ME"

(M-1176)

BYE BABY
SEE YOU AROUND
DIDN'T I TELL YOU I WOULDN'T HOLD YOU DOWN
TAKE GOOD CARE OF YOURSELF YOU HEAR
DON'T LET ME HEAR ABOUT YOU SHEDDING A TEAR
YOU'RE GONNA MAKE IT
YOU'RE GONNA MAKE IT
REMEMBER ME AS A SUNNY DAY
THAT YOU ONCE HAD ALONG THE WAY
DIDN'T I INSPIRE
YOU A LITTLE HIGHER
REMEMBER ME AS A FUNNY CLOWN
THAT MADE YOU LAUGH
WHEN YOU WERE DOWN
DIDN'T I BOY
DIDN'T I BOY
REMEMBER ME AS A BIG BALLOON
AT A CARNIVAL THAT ENDED TOO SOON
REMEMBER ME AS A BREATH OF SPRING
REMEMBER ME AS A GOOD THING
BYE BABY
SEE YOU AROUND
I ALREADY KNOW ABOUT THE NEW LOVE YOU FOUND
WHAT CAN I DO BUT WISH YOU WELL
WHAT WE HAD WAS REALLY SWELL
I WON'T FORGET IT
I HAVE NO REGRETS
REMEMBER ME AS THE SOUND OF LAUGHTER
AND MY FACE THE MORNING AFTER
DIDN'T THE SKY
BECKON US TO FLY
YES, YOU'LL REMEMBER THE TIMES WE FOUGHT
BUT DON'T FORGET ME IN YOUR TENDER THOUGHTS
PLEASE DARLING
REMEMBER ME WHEN YOU DRINK THE WINE
OF SWEET SUCCESS
I GAVE YOU MY BEST
REMEMBER ME WITH EVERY SONG YOU SING
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A SUNNY DAY
PLEASE DARLING
REMEMBER ME AS A GOOD THING
REMEMBER ME WHEN YOU DRINK THE WINE
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A GOOD THING

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## DIANA WILL BE SINGING "REMEMBER ME" ON HER ABC-TV SPECIAL

*Diana!*

MOTOWN®

# Billboard TOP LP's

STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated with red bullet).

| THIS WEEK | LAST WEEK | ARTIST<br>Title, Label, Number (Distributing Label) | Weeks on Chart |
|---|---|---|---|
| 1 | 1 | **GEORGE HARRISON**<br>All Things Must Pass<br>Apple STCH 639 | 4 |
| 2 | 2 | **SANTANA**<br>Abraxas<br>Columbia KC 30130 | 14 ● |
| 3 | 3 | **STEPHEN STILLS**<br>Atlantic SD 7202 | 7 ● |
| 4 | 4 | **THE PARTRIDGE FAMILY ALBUM**<br>Bell 6050 | 11 ● |
| 5 | 6 | **SLY & THE FAMILY STONE**<br>Greatest Hits<br>Epic KE 30325 (Columbia) | 10 ● |
| 6 | 7 | **JESUS CHRIST, SUPERSTAR**<br>Various Artists<br>Decca DXSA 7206 | 8 ● |
| ★ 10 | 10 | **CREEDENCE CLEARWATER REVIVAL**<br>Pendulum<br>Fantasy 8410 | 3 ● |
| 8 | 5 | **GRAND FUNK RAILROAD**<br>Live Album<br>Capitol SWBB 633 | 6 ● |
| ★ 12 | 12 | **JOHN LENNON/PLASTIC ONO BAND**<br>Apple SW 3372 | 3 |
| 10 | 9 | **LED ZEPPELIN III**<br>Atlantic SD 7201 | 12 ● |
| 11 | 8 | **CARPENTERS**<br>Close to You<br>A&M SP 4271 | 17 ● |
| 12 | 13 | **JAMES TAYLOR**<br>Sweet Baby James<br>Warner Bros. WS 1843 | 44 ● |
| ★ 15 | 15 | **ELTON JOHN**<br>Uni 73090 | 15 ● |
| 14 | 11 | **ISAAC HAYES**<br>To Be Continued<br>Enterprise ENS 1014 (Stax/Volt) | 6 |
| 15 | 14 | **JACKSON 5**<br>Third Album<br>Motown MS 718 | 16 |
| 16 | 18 | **CHICAGO**<br>Columbia KGP 6 ● | 48 ● |
| 17 | 17 | **THREE DOG NIGHT**<br>Naturally<br>Dunhill DSS 50088 | 5 |
| ★ 19 | 19 | **JEFFERSON AIRPLANE**<br>Worst of<br>RCA Victor LSP 4459 | 5 |
| ★ 22 | 22 | **JUDY COLLINS**<br>Whales & Nightingales<br>Elektra EKS 75010 | 6 |
| ★ 28 | 28 | **PAUL KANTNER & THE JEFFERSON STARSHIP**<br>Blows Against the Empire<br>RCA Victor LSP 4448 | 4 |
| 21 | 21 | **ELVIS PRESLEY**<br>That's the Way It Is<br>RCA Victor LSP 4445 | 5 |
| 22 | 24 | **WOODSTOCK**<br>Soundtrack<br>Cotillion SD 3-500 | 32 ● |
| 23 | 26 | **BOB DYLAN**<br>New Morning<br>Columbia KC 30290 | 9 ● |
| 24 | 16 | **NEIL DIAMOND**<br>Tap Root Manuscript<br>Uni 73092 | 8 |
| ★ 31 | 31 | **FIFTH DIMENSION**<br>Portrait<br>Bell 6045 | 29 |
| ★ 29 | 29 | **TEN YEARS AFTER**<br>Watt<br>Deram DES 18050 (London) | 5 |
| 27 | 27 | **DOORS 13**<br>Elektra EKS 74079 | 4 |
| 28 | 30 | **NEIL YOUNG**<br>After the Gold Rush<br>Reprise RS 6383 | 17 ● |
| ★ 37 | WD | **WHO**<br>Tommy<br>Decca DXSW 7205 | 69 ● |
| ★ 45 | 45 | **EMITT RHODES**<br>Dunhill DS 50089 ● | 5 |
| 31 | 32 | **GRATEFUL DEAD**<br>American Beauty<br>Warner Bros. WS 1893 | 5 |
| 32 | 33 | **VAN MORRISON**<br>His Band & the Street Choir<br>Warner Bros. WS 1884 | 3 |
| 33 | 23 | **BLACK SABBATH**<br>Warner Bros. WS 1871 | 20 |
| 34 | 20 | **CREEDENCE CLEARWATER REVIVAL**<br>Cosmo's Factory<br>Fantasy 8402 | 25 ● |
| ★ 52 | 52 | **CHICAGO TRANSIT AUTHORITY**<br>Columbia GP 6 ● | 87 ● |
| 36 | 38 | **RAY PRICE**<br>For the Good Times<br>Columbia C 30106 | 18 |
| ★ 44 | 44 | **KINKS**<br>Lola vs. Powermen & the Moneyground<br>Reprise RS 6423 | 3 |
| ★ 49 | 49 | **DIONNE WARWICK**<br>Very Dionne<br>Scepter SPS 587 | 5 |
| 39 | 39 | **MOODY BLUES**<br>A Question of Balance<br>Threshold THS 8 (London) | 18 ● |
| 40 | 43 | **CURTIS MAYFIELD**<br>Curtis<br>Curtom CRS 8005 (Buddah) | 15 |
| 41 | 36 | **NEIL DIAMOND**<br>Gold<br>Uni 73084 | 21 ● |
| 42 | 46 | **CROSBY, STILLS, NASH & YOUNG**<br>Deja Vu<br>Atlantic SD 7200 | 41 ● |
| 43 | 25 | **STEPPENWOLF 7**<br>ABC/Dunhill OSX 50090 | 8 |
| 44 | 47 | **BOBBY SHERMAN**<br>With Love, Bobby<br>Metromedia KMD 1032 | 12 ● |
| 45 | 34 | **BADFINGER**<br>No Dice<br>Apple ST 3367 | 7 |
| 46 | 35 | **DEREK & THE DOMINOS**<br>Layla<br>Atco SD 2-704 | 8 |
| 47 | 41 | **GRAND FUNK RAILROAD**<br>Closer to Home<br>Capitol SKAO 471 | 27 ● |
| 48 | 40 | **GUESS WHO**<br>Share the Land<br>RCA Victor LSP 4359 | 13 ● |
| 49 | 42 | **DIANA ROSS**<br>Everything is Everything<br>Motown MS 724 | 8 |
| 50 | 53 | **DAWN**<br>Candida<br>Bell 6052 | 4 |
| 51 | 54 | **TEMPTATIONS**<br>Greatest Hits, Vol. 2<br>Gordy GS 954 (Motown) | 16 |
| 52 | 56 | **TOM JONES**<br>I (Who Have Nothing)<br>Parrot XPAS 71039 (London) | 9 |
| 53 | 50 | **BLOODROCK II**<br>Capitol ST 491 | 10 |
| 54 | 51 | **ROLLING STONES**<br>Get Yer Ya-Ya's Out!<br>London NPS 5 | 13 |
| 55 | 48 | **BYRDS**<br>(Untitled)<br>Columbia G 30127 | 13 |
| 56 | 60 | **ISAAC HAYES**<br>Movement<br>Enterprise ENS 1010 (Stax/Volt) | 39 |
| 57 | 59 | **JOE COCKER**<br>Mad Dogs & Englishmen<br>A&M SP 6002 | 19 ● |
| 58 | 62 | **BUDDY MILES**<br>We Got To Live Together<br>Mercury SR 61313 | 9 |
| 59 | 63 | **SIMON & GARFUNKEL**<br>Bridge Over Troubled Water ●<br>Columbia KCS 9914 | 48 ● |
| ★ 76 | 76 | **MERLE HAGGARD**<br>A Tribute to the Best Damn Fiddle Player in the World (Or My Salute to Bob Wills)<br>Capitol ST 638 | 4 |
| 61 | 64 | **NANCY WILSON**<br>Now I Am a Woman<br>Capitol ST 579 | 7 |
| 62 | 55 | **PINK FLOYD**<br>Atom Heart Mother<br>Harvest SKAO 382 (Capitol) | 10 |
| 63 | 57 | **JOHNNY CASH SHOW**<br>Columbia KC 30100 | 9 |
| 64 | 58 | **B. B. KING**<br>Indianola Mississippi Seeds<br>ABC ABCS 713 | 13 |
| 65 | 72 | **ANNE MURRAY**<br>Snowbird<br>Capitol ST 579 | 15 |
| 66 | 61 | **ROBERTA FLACK**<br>Chapter Two<br>Atlantic SD 1569 | 20 |
| 67 | 67 | **JAMES GANG**<br>Rides Again<br>ABC ABCS 711 | 25 |
| ★ 115 | 115 | **FLIP WILSON SHOW**<br>Little Ovvie LO 2000 | 2 |
| 69 | 68 | **SUPREMES**<br>New Ways But Love Stays<br>Motown MS 720 | 12 |
| 70 | 70 | **FREE**<br>Fire & Water<br>A&M SP 4268 | 19 |
| 71 | 65 | **BLOOD, SWEAT & TEARS 3**<br>Columbia KS 30090 | 26 ● |
| 72 | 66 | **TRAFFIC**<br>John Barleycorn Must Die<br>United Artists UAS 5504 | 27 |
| 73 | 77 | **BUDDY MILES**<br>Them Changes<br>Mercury SR 61280 | 27 |
| 74 | 73 | **GLEN CAMPBELL**<br>Goodtime Album<br>Capitol SW 493 | 15 |
| 75 | 75 | **LAURA NYRO**<br>Christmas & the Beads of Sweet<br>Columbia KC 30259 | 3 |
| 76 | 78 | **B. J. THOMAS**<br>Most of All<br>Scepter SPS 586 | 5 |
| 77 | 84 | **THE SESAME STREET BOOK & RECORD**<br>Original TV Cast<br>Columbia CS 1089 | 25 ● |
| ★ 17B | WD | **LOVE STORY**<br>Soundtrack<br>Paramount PAS 6002 | 2 |
| 79 | 69 | **ARLO GUTHRIE**<br>Washington County<br>Reprise RS 6411 | 10 |
| 80 | 81 | **ALLMAN BROTHERS BAND**<br>Idlewild South<br>Atco SD 33-342 | 12 |
| 81 | 82 | **WHO**<br>Live at Leeds<br>Decca DL 79175 | 33 |
| 82 | 83 | **NITTY GRITTY DIRT BAND**<br>Uncle Charlie & His Dog Teddy<br>Liberty LST 7642 | 6 |
| ★ — | — | **GORDON LIGHTFOOT**<br>Sit Down Young Stranger<br>Reprise RS 6292 | 5 |
| 84 | 86 | **JOHN MAYALL**<br>U.S.A. Union<br>Polydor 24-4022 | 12 |
| 85 | 88 | **JAMES TAYLOR**<br>Apple SKAO 3352 | 15 |
| ★ 105 | 105 | **ERIC BURDON & WAR**<br>Black Man's Burdon<br>MGM SE 4710-2 | 3 |
| 87 | 71 | **JAMES BROWN**<br>Sex Machine<br>King KS 7-1115 | 18 |
| 88 | 79 | **JIMI HENDRIX, BUDDY MILES & BILLY COX**<br>Band of Gypsys<br>Capitol STAO 472 | 37 ● |
| 89 | 95 | **CHARLEY PRIDE**<br>10th Album<br>RCA Victor LSP 4567 | 26 |
| 90 | 74 | **SAVOY BROWN**<br>Looking In<br>Parrot PAS 71042 (London) | 13 |
| 91 | 96 | **RARE EARTH**<br>Ecology<br>Rare Earth RS 514 (Motown) | 27 |
| 92 | 92 | **SANTANA**<br>Columbia CS 9781 ● | 70 ● |
| 93 | 93 | **RARE EARTH**<br>Get Ready<br>Rare Earth RS 507 (Motown) | 57 |
| 94 | 90 | **BEATLES**<br>Let It Be<br>Apple SW 34001 | 32 ● |
| 95 | 80 | **ELVIS PRESLEY**<br>Almost in Love<br>RCA Camden CAS 2440 | 8 |
| 96 | 85 | **SUGARLOAF**<br>Liberty LST 7640 | 22 |
| 97 | 87 | **ANDY WILLIAMS SHOW**<br>Columbia KC 30105 | 9 |
| 98 | 104 | **NEIL DIAMOND**<br>Shilo<br>Bang 221 | 18 |
| 99 | 98 | **STEPPENWOLF**<br>Live<br>Dunhill DS 50075 ● | 39 ● |
| 100 | 101 | **PAUL McCARTNEY**<br>McCartney<br>Apple STAO 3363 (Capitol) | 36 ● |
| 101 | 103 | **THREE DOG NIGHT**<br>It Ain't Easy<br>Dunhill DS 50078 | 37 |
| 102 | 109 | **JOAN BAEZ**<br>The First Ten Years<br>Vanguard VSD 6560 | 8 |
| 103 | 106 | **VENTURES**<br>10th Anniversary Album<br>Liberty LST 35001 | 14 |
| 104 | 102 | **FIFTH DIMENSION**<br>Greatest Hits<br>Soul City SCS 33900 (Liberty/United Artists) | 35 ● |
| 105 | 94 | **KENNY ROGERS & THE FIRST EDITION**<br>Tell It All Brother<br>Reprise RS 6412 | 11 |

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

(Continued on page 56)

Capitol
A Capitol Industries Company
Everything's Good
About You
A New Album
The Lettermen
Album ST-634 Tape 8XT/4XT-634

POSITIONS 106-200

• Continued from page 54

| THIS WEEK | LAST WEEK | ARTIST<br>Title, Label, Number (Distributing Label) | Weeks on Chart |
|---|---|---|---|
| 106 | 110 | **GYPSY**<br>Metromedia M20 1031 | 14 |
| 107 | 107 | **LEO ZEPPELIN II**<br>Atlantic SD 8236 | 62 ● |
| 108 | 111 | **BURT BACHARACH**<br>Make It Easy on Yourself<br>A&M SP 4188 | 71 ● |
| 109 | 89 | **FOUR TOPS**<br>Still Waters Run Deep<br>Motown MS 704 | 40 |
| 110 | 99 | **ARETHA FRANKLIN**<br>Spirit In the Dark<br>Atlantic SD 8265 | 18 |
| 111 | 114 | **MELANIE**<br>Leftover Wine<br>Buddah BDS 5066 | 16 |
| 112 | 122 | **ENGELBERT HUMPERDINCK**<br>We Made It Happen<br>Parrot PAS 71033 (London) | 27 |
| 113 | 108 | **OTIS REDDING/JIMMY HENDRIX EXPERIENCE**<br>Reprise MS 2029 | 17 ● |
| 114 | 113 | **MERLE HAGGARD & THE STRANGERS**<br>Fightin' Side of Me<br>Capitol ST 451 | 25 |
| 115 | 118 | **BUTCH CASSIDY AND THE SUNDANCE KID**<br>Burt Bacharach/Soundtrack<br>A&M SP 4227 | 59 |
| 116 | 133 | **HEINTJE**<br>Mama<br>MGM SE 4739 | 6 |
| 117 | 116 | **BEST OF THE ARCHIES**<br>Kirshner KES 109 | 7 |
| 118 | 185 | **SPIRIT**<br>Twelve Dreams of Dr. Sardonicus<br>Epic E 30267 (Columbia) | 3 |
| 119 | 130 | **FOUR TOPS & SUPREMES**<br>The Magnificent Seven<br>Motown MS 717 | 13 |
| 120 | 120 | **NEIL YOUNG & CRAZY HORSE**<br>Everybody Knows This Is Nowhere<br>Reprise RS 6349 | 62 |
| 121 | 119 | **FLIP WILSON**<br>The Devil Made Me Buy This Dress<br>Little David LD 1000 | 46 |
| 122 | 121 | **JACKSON 5**<br>ABC<br>Motown MS 709 | 32 |
| 123 | 123 | **MILES DAVIS AT FILLMORE**<br>Columbia G 30038 | 5 |
| 124 | 112 | **IRON BUTTERFLY**<br>Metamorphosis<br>Atco SD 33-339 | 20 |
| 125 | 127 | **SCROOGE**<br>Soundtrack<br>Columbia S 30258 | 3 |
| 126 | 128 | **BLOOD, SWEAT & TEARS**<br>Columbia CS 9720 | 102 ● |
| 127 | 117 | **SLY & THE FAMILY STONE**<br>Stand<br>Epic BN 26456 (Columbia) | 90 ● |
| 128 | 129 | **NEIL DIAMOND**<br>Greatest Hits<br>Bang 219 | 13 |
| 129 | 140 | **BOBBY SHERMAN**<br>Here Comes Bobby<br>Metromedia MD 1028 | 40 |
| 130 | 139 | **JIM NABORS**<br>Everything Is Beautiful<br>Columbia C 30229 | 19 |
| 131 | 132 | **GRAND FUNK RAILROAD**<br>Grand Funk<br>Capitol SKAO 406 | 50 ● |
| 132 | 125 | **TAMMY WYNETTE**<br>The First Lady<br>Epic E 30253 (Columbia) | 11 ● |
| — | — | **LYNN ANDERSON**<br>Rose Garden<br>Columbia C 30411 | 1 |
| 134 | 134 | **TOM RUSH**<br>Wrong End of the Rainbow<br>Columbia C 30402 | 3 |
| 135 | 135 | **JETHRO TULL**<br>Benefit<br>Reprise RS 6400 | 36 ● |
| 136 | 138 | **CROSBY/STILLS/NASH**<br>Atlantic SD 8229 | 81 ● |
| 137 | 136 | **BEATLES**<br>Abbey Road<br>Apple SO 383 | 65 ● |

| THIS WEEK | LAST WEEK | ARTIST<br>Title, Label, Number (Distributing Label) | Weeks on Chart |
|---|---|---|---|
| 138 | 157 | **JAZZ CRUSADERS**<br>Old Socks, New Shoes<br>New Socks, Old Shoes<br>Chisa CS 804 (Motown) | 5 |
| 139 | 144 | **PETER, PAUL & MARY**<br>10 Years Together<br>Warner Bros. BS 2552 | 30 |
| 140 | 143 | **RAY CONNIFF**<br>We've Only Just Begun<br>Columbia C 30410 | 3 |
| 141 | 141 | **RAY STEVENS**<br>Unreal!<br>Barnaby Z 30092 (Columbia) | 5 |
| 142 | 142 | **BREAD**<br>On the Waters<br>Elektra EKS 74076 | 23 |
| 143 | 131 | **CHARLEY PRIDE**<br>Best of<br>RCA Victor LSP 4223 | 63 ● |
| 144 | 146 | **JOHNNIE TAYLOR**<br>Greatest Hits<br>Stax STS 2032 | 4 |
| 145 | 145 | **ERIC CLAPTON**<br>Atco SD 33-329 | 25 |
| 146 | 97 | **BAND**<br>Stage Fright<br>Capitol ST 425 | 19 |
| 147 | 147 | **REDEYE**<br>Games<br>Pentagram PE 10003 (Vive-MCA) | 5 |
| 148 | 155 | **GUESS WHO**<br>American Woman<br>RCA Victor LSP 4266 | 48 ● |
| 149 | 91 | **FLEETWOOD MAC**<br>Kiln House<br>Reprise RS 6408 | 11 |
| 150 | 152 | **IRON BUTTERFLY**<br>In-A-Gadda-Da-Vida<br>Atco SD 33-250 | 130 ● |
| 151 | 151 | **100 PROOF AGED IN SOUL**<br>Somebody's Been Sleeping<br>Hot Wax HA 704 (Buddah) | 5 |
| 152 | 153 | **CHRISTIE**<br>Yellow River<br>Epic E 30403 (Columbia) | 5 |
| 153 | 181 | **BOOKER T. & THE MGs**<br>Greatest Hits<br>Stax STS 3033 | 7 |
| 154 | 148 | **GARY PUCKETT & THE UNION GAP**<br>Greatest Hits<br>Columbia CS 1042 | 27 |
| 155 | 166 | **THREE DOG NIGHT**<br>Was Captured Live at the Forum<br>Dunhill DS 50068 | 59 ● |
| 156 | 161 | **HENRY MANCINI**<br>Mancini Country<br>RCA Victor LSP 4207 | 4 |
| 157 | 189 | **SMOKEY ROBINSON & THE MIRACLES**<br>Years of a Clown<br>Tamla TS 276 (Motown) | 3 |
| 158 | 156 | **MERLE HAGGARD & THE STRANGERS**<br>Okie From Muskogee<br>Capitol ST 284 | 45 |
| 159 | 154 | **HAIR**<br>Original Cast<br>RCA Victor LOC 1150 (M); LSO 1150 (S) | 128 ● |
| 160 | 169 | **MOODY BLUES**<br>On the Threshold of a Dream<br>Deram DES 18035 (London) | 84 ● |
| 161 | 165 | **JOHNNY CASH**<br>World of<br>Columbia CP 29 | 32 |
| 162 | 159 | **ISAAC HAYES**<br>Hot Buttered Soul<br>Enterprise ENS 1001 (Stax/Volt) | 79 ● |
| 163 | 100 | **CANNED HEAT**<br>Future Blues<br>Liberty LST 11002 | 18 |
| 164 | 167 | **HERMAN HERMITS & BRASIL '66**<br>Stillness<br>A&M SP 4284 | 1 |
| 165 | 168 | **LAWRENCE WELK**<br>Candida<br>Ampex/Dot ABP 30183 | 4 |
| 166 | 149 | **QUICKSILVER MESSENGER SERVICE**<br>Just for Love<br>Capitol SKAO 498 | 21 |
| 167 | 124 | **YOUNGBLOODS**<br>Rock Festival<br>Warner Bros./Raccoon WS 1878 | 11 |
| 168 | 150 | **ELVIS PRESLEY**<br>Elvis' Worldwide 50 Gold Award Hits, Vol. 1<br>RCA Victor LPM 6401 | 21 |
| 169 | 160 | **SOFT**<br>RCA Victor LSP 4457 | 4 |

| THIS WEEK | LAST WEEK | ARTIST<br>Title, Label, Number (Distributing Label) | Weeks on Chart |
|---|---|---|---|
| 170 | 175 | **IKE & TINA TURNER**<br>Workin' Together<br>Liberty LST 7650 | 6 |
| 171 | 173 | **MICHAEL NESMITH & THE FIRST NATIONAL BAND**<br>Loose Salute<br>RCA Victor LSP 4413 | 2 |
| — | — | **MICHEL LEGRAND**<br>Alarm Clock<br>Stormy Forest SFS 6005 (MGM) | 1 |
| 173 | 137 | **WILSON PICKETT**<br>In Philadelphia<br>Atlantic SD 8278 | 15 |
| — | — | **BOOTS RANDOLPH**<br>Boots With the Brass<br>Monument MLP 18147 | 1 |
| 175 | 126 | **CHAIRMEN OF THE BOARD**<br>In Session<br>Invictus SKAO 7304 (Capitol) | 7 |
| 176 | 171 | **FRIJID PINK**<br>Defrosted<br>Parrot PAS 71041 (London) | 11 |
| 177 | 170 | **DANNY DAVIS & THE NASHVILLE BRASS**<br>Down Homers<br>RCA Victor LSP 4424 | 11 |
| 178 | 186 | **EASY RIDER**<br>Soundtrack<br>Dunhill DS 50063 (Tapes: Reprise B6M 2026) | 71 ● |
| 179 | 163 | **DIANA ROSS**<br>Motown MS 711 | 27 |
| 180 | 177 | **FRANK ZAPPA**<br>Chunga's Revenge<br>Warner Bros. WS 1870 | 8 |
| 181 | 162 | **DEEP PURPLE**<br>In Rock<br>Warner Bros. WS 1877 | 18 |
| 182 | 164 | **RINGO STARR**<br>Beaucoups of Blues<br>Apple SMAS 3368 | 13 |
| 183 | 176 | **I WALK THE LINE**<br>Soundtrack/Johnny Cash<br>Columbia S 30797 | 5 |
| 184 | 174 | **MYSTIC MOODS ORCHESTRA**<br>English Muffins<br>Philips PHS 600-247 (Mercury) | 7 |
| 185 | 199 | **CREEDENCE CLEARWATER REVIVAL**<br>Green River<br>Fantasy 8393 | 70 |
| 186 | — | **REDBONE**<br>Potlatch<br>Epic E 30109 (Columbia) | 2 |
| 187 | 191 | **QUINNE WARWICK**<br>I'll Never Fail In Love Again<br>Scepter SPS 581 | 37 |
| 188 | 187 | **THE LAST POETS**<br>Douglas 3 (PIP) | 30 |
| 189 | 180 | **CREEDENCE CLEARWATER REVIVAL**<br>Willy & The Poor Boys<br>Fantasy 8397 | 57 ● |
| 190 | 196 | **MELANIE**<br>Candles in the Rain<br>Buddah BDS 5060 | 36 |
| 191 | 158 | **SHIRLEY BASSEY**<br>Is Really Something<br>United Artists UAS 6765 | 13 |
| 192 | 193 | **CHER**<br>Gypsies, Tramps & Thieves<br>Kapp KS 3636 | 25 |
| 193 | — | **RUNT**<br>Ampex A 10105 | 1 |
| 194 | 184 | **LOVE**<br>False Start<br>Blue Thumb BTS 8822 (Capitol) | 3 |
| 195 | — | **ARTHUR FIEDLER & THE BOSTON POPS**<br>Fabulous Broadway<br>Polydor 24-5033 | 1 |
| 196 | — | **ANTONIO CARLOS JOBIM**<br>Stone Flower<br>CTI 6009 | 1 |
| 197 | — | **AL MARTINO**<br>My Heart Sings<br>Capitol ST 497 | 5 |
| 198 | 198 | **ESTHER PHILLIPS**<br>Burnin'<br>Atlantic SD 1565 | 2 |
| 199 | — | **THE RENAISSANCE**<br>Ashtrach Baroque<br>Barnwood BLP 8004 | 1 |
| 200 | 200 | **BALLIN' JACK**<br>Columbia C 30344 | 2 |

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# Can George Martin do it again?

AIR RECORDING STUDIOS

214 OXFORD STREET LONDON W1 TELEPHONE 01 637 2758 CABLES DISCAIR LONDON W1

Mr. Joe D'Imperio
RCA Records,
1133 Avenue of the Americas
New York,
N.Y. 10036,
U.S.A.

Dear Joe,

ref: New Album - STRANDED - by Edwards/Hand.

Here at last is the album I promised you.

I am extremely pleased with the way it has come together and I have no reservation in saying that the talents of Rod Edwards and Roger Hand must soon be recognised and that both, as composers and performers, are here to stay.

This is one of the very few albums which I play at home and will continue to play. I can give it no higher praise than that.

Kindest regards,

George

George Martin.

LSP-4452

AIR CHAIRMAN GEORGE MARTIN DIRECTORS RON RICHARDS PETER SULLY

## He thinks so. And he hasn't been wrong yet. But then we don't have to tell you about the Beatles.

"Stranded," Edwards Hand, this brilliant new duo gives Americans a view of themselves as others see them. Produced by George Martin.

Currently touring the U.S.

RCA Records and Tapes

# In-Depth Store Hot as Rock Falls

• Continued from page 1

music are almost even with 8-track sales," Seaman said. The cassettes and 8-track are displayed along 27 feet of wall space behind glass. Record Hunter III will soon begin merchandising budget cartridges from boxes on the floor, readily open to the consumer.

**Catalog Product**

Some 500 step-down racks in the new store feature catalog product ranging from classical music to jazz and rock to folk, international product, and original cast and soundtrack albums. "Classical albums continue to hold strong," Seaman said. "When rock sales go up, classical sales look low in comparison. But when rock sales go down, classical sales look good. We run a good volume of classical sales in all our stores."

He pointed out that Record Hunter does discount sometimes as much as 40 percent on rock product . . . "we have to be competitive. But we're unique in that we're one of the few full-line operations in New York." The new store even stocks the 125 leading singles according to the Billboard 100 Chart, plus the top-selling 16 soul singles as per the playlist of soul-formatted WWRL in New York.

Specials are promoted instore by a musician's stand that features a sign "Playing Now" and the album jacket of the LP being played on the store's sound system.

Last week the special feature was "Piano Rags by Scott Joplin" on Nonesuch featuring Joshua Rifkin. Seaman said, because of the unique exposure the musician's stand is near the doorway and the cashier's counter), the LP was selling quite well. A front-of-store rack holds other rock product on sale.

The new store was unveiled to the public in a special two-page cooperative advertisement in the Sunday, 16 New York Times with Capitol Records; one page featured classical product, the other pop.

# UA Music to Set Up a Label

• Continued from page 1

ing Records as soon as the copyright title is cleared, will be headed by Mike Stewart, president of the United Artists Music Group, and Murray Deutch, the Music Group's vice president and general manager. The publishing firm's operations into its own record company's board of directors, and the new line, will be distributed by United Artists Records. It will make its debut later this month.

According to Deutch, all members of the Music Group's professional department will be active in the operation of the new record company. The formation of the record company and the doubling up of professional men as recording men, said Deutch, are part of an over-all plan to reshape the operational procedure of a music publishing firm. "A publisher has to find new directions for his music in order to exist," he said. "So no matter whether he's a larger publisher or small publisher he needs a disk outlet to exploit his material. And since the new music is bringing in so many self-contained artists, those who write, produce and record their own material, a publisher has to have the advantage of his own label."

Deutch indicated that he's going to build the publishing firm and the new label's activity by signing groups as writers or artists as writers. In addition, he plans to acquire songs written by producers so he'll have the double-barreled impact of publishing and recording.

"The new label," Deutch added, "will virtually eliminate the problem of demonstration records. Heretofore, we've had to make demos that cost between $400 and $700 and then have to peddle them to a record company. Now, we'll be making masters and not demos and releasing them on our label."

Deutch pointed out that the only time he will sign a writer with no built-in performing or production tie is in the areas of shows or film scores. "In those cases," he said, "the emphasis will be on the composer rather than the song." Such deals have been made for the Music Group with show writers like Carolyn Leigh and Lionel Bart.

# Three Dog Night Growls at Dunhill; Sues for $400,000

SANTA MONICA, Calif.— Claiming that Dunhill Records has refused to pay them more than $400,000 in royalties during the past six months and has "humiliated" them by "callously

## UA Music Renewal

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of their agreement, the Big 3 handled such United Artists Music Group's songs and scores as the Academy Award winning "Windmills of Your Mind," "Midnight Cowboy," "What Are You Doing the Rest of Your Life," "Oh! Calcutta!" and the score from "Hair."

The renewal agreement was worked out by Mike Stewart, president of the United Artists Music Group, and Murray Deutch, executive vice president and general manager of the UA Music Group, with the Big 3's vice president and general manager Allen Stanton, and Herman Steiger, director of publications for the Big 3.

## ABC–Dunhill Top Yr.

• Continued from page 3

tising through youth-oriented programs.

During the past year, ABC-Dunhill has placed promotion men in New York, Washington, Los Angeles, Philadelphia, Boston, Detroit, Cleveland, Dallas, Houston, Denver, San Francisco, Seattle and Chicago.

and repeatedly" criticizing them for the length of time spent in recording sessions, the Three Dog Night has filed suit to break their contract here in Superior Court. The lawsuit brought by Danny Hutton, Cory J. Wells, and Charles Negron of the group also charge that they've been underpaid some $200,000 in royalties and that Dunhill deducted costs and expenses in regards to manufacturing and sales which were not incurred.

The Three Dog Night signed with Dunhill in April 1968. The lawsuit also charges Jay Lasker of Dunhill with threatening the group with releasing records of inferior and unfinished quality if they did not rush through their recording sessions and pressuring the group to discharge their producer in the middle of their last album.

# First World Meet of Mgrs Set for IMIC

• Continued from page 1

ing more and more the importance of a good personal manager in any record contract. "In the past, record companies have often shelled out large advances to a group only to find that when the product came out there was no help from the group's they'd split up and the members went their other groups and there was a terrible confusion about who had a right to what.

"In the old days, some personal managers were merely gofers, sent out to buy some going for coffee or for grass, but they were not equipped to manage a group. There was no one to explain to a group that if they were going to record a session, they have to do it with some common sense and not just live in a studio. Some groups have had hits but ate up all their royalties because of extravagant studio charges. Some record companies have found that a strong personal manager is their link with a group . . . someone they can talk to about tours, promotion, recording and who can relay this to a group."

Several major personal managers will be on hand at IMIC. Purcell said, to start the ball rolling for setting up the Conference of Personal Managers Europe.

# Specialty Distributor

• Continued from page 1

the Latin line formerly under the Columbia Records banner. He also represents RCA's Latin line in a nine-state area, and more recently added the Liberty/UA Latino line under a similar arrangement.

Other labels are now approaching Frenkel, who has recently expanded his warehouse facility another 5,200 square feet. Certron Corp., which acquired Capitol's Latino line, recently contacted Frenkel. In all, Frenkel represents 35 different Latin lines, an increase of about 33 percent over the number of lines he handled in 1969. The number of LP titles in various catalogs ranges from 100 to as many as 700 titles.

Frenkel is even hopeful of selling rack jobbers who may handle RCA as a distributor themselves. "After all, I maintain all 700 titles in the RCA Latino line—the rack jobber can use my inventory. We also can pick the right product for any market, and in Latin product, there are many different product classifications."

## GWP to Release 6-LP Series

NEW YORK — GWP Records will release a special six-album series, "A Time for Young Lovers." Featuring the London Festival Orchestra, the LP's can be purchased separately or as a unit. An extensive advertising and promotion campaign will be conducted to support the LP's, as well as a 12-city tour by label president Gerald Purcell, who will be visiting radio stations, rackjobbers and record distributors.

# Creedence, Jackson 5 Champs

• Continued from page 1

all for Motown labels, were the Temptations and Edwin Starr on Gordy, Marvin Gaye on Tamla, Gladys Knight & the Pips on Soul, and Rare Earth.

Second spot went to Jeff Barry with 16 titles and 2.01 percent. Artists produced on the whole or in part were Bobby Bloom, the Illusion and Robin McNamara on his Steed label, the Archies on Kirshner, Neil Diamond on Bang, and the Monkees on Colgems.

**Rick Hall**

Rick Hall's 1.86 percent was scored through 11 titles by Candi Staton on Fame, Bobbie Gentry and Joe Tex on Capitol and Clarence Carter on Atlantic, while Richard Podolor's 1.62 percent for eight 45's by Three Dog Night and Stephenwolf on Dunhill, and Iron Butterfly and Blues Image on Atco.

The next two spots went to Motown producers as Frank Wilson had six singles and 1.57 percent with the Supremes and the Four Tops on Motown and David & Jimmy Ruffin on Soul, and the Corporation's three Jackson 5 disks accounted for 1.51 percent.

Completing the first 10 producers in the annual Hot 100 chart survey were Peter Sullivan, 1.49 percent for seven Tom Jones and Engelbert Humperdinck pressings on Parrot; Paul Simon, Arthur Garfunkel and Roy Halee, 1.41 percent for three Simon & Garfunkel disks on Columbia; Burt Bacharach and Hal David, 1.40 for five Dionne Warwick and B.J. Thomas 45's on Scepter; and Jack Daugherty, 1.35 percent for three Carpenters titles on A&M.

**John's Titles**

Jobete's 49 titles accounted for 11.2 percent of the chart action, compared to 3.8 percent and 21 disks in the second place Screen Gems-Columbia, publishing company of Columbia Pictures International. Gold Forever of Holland-Dozier-Holland hit with 12 titles and 3 percent, nipping the Beatles' Maclen, which had 10 songs and 2.8 percent.

The next six spots were all close as Irving, A&M's arm, had eight singles and 1.6 percent; January of A. Schroeder, nine songs and 1.5; Simon & Garfunkel's Charing Cross, five for 1.4; Fantasy's Jondora arm, four for 1.3; RCA's Dunbar, four for 1.2; and Bacharach's Blue Sea, 12 for 1.1.

Artists scoring 11 through 20 on the Top LP's chart, with number of sets in parentheses, were RCA's Charley Pride (four), 1.3; Temptations (six), 1.26; Jackson 5 (three), 1.22; Enterprise's Isaac Hayes (three), 1.193; Humperdinck (six), 1.189; Rare Earth (two), 1.16; Moody Blues on Deram and Threshold (four), 1.14; Columbia's Santana (two), 1.131; Iron Butterfly (three), 1.128; and Columbia's Blood, Sweat & Tears (three), 1.126. Graphic representations of the survey will follow.

*Look for the complete*

**World Calendar of Festivals and Events**

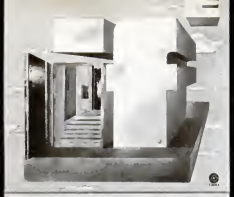
*in Billboard, January 16*

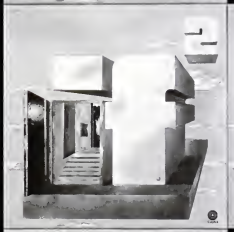
STEREO
PAS 5021

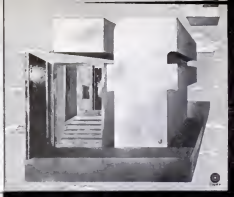
TAPE
PAS 5021

Paramount Records

PARAMOUNT RECORDS PRESENTS SALLY'S FIRST ALBUM







"What the Beatles did for hard rock and what Jimi Hendrix did for acid-rock ought to be repeated again: **IF** has the potential to do it for progressive rock."

**FUSION**
**11/27/70**

# A NEW ALBUM FROM ENGLAND'S PROGRESSIVE ROCK GIANTS

Capitol
A Capitol Industries Company

Produced by Lew Futterman, A Concert House Production